

FEB 14 1923  
TRAVELERS' NUMBER

# THE Publishers' Weekly

## The American BOOK TRADE JOURNAL

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VOL. CIII.

NEW YORK, FEBRUARY 10, 1923

No. 6

*"One of the notable books of 1923."*

W. Orton Tewson, Philadelphia Ledger.

## THE SEVEN AGES OF WOMAN

By COMPTON MACKENZIE

Author of "Sinister Street," "Carnival," etc.

Three Printings have been needed already to meet the demand for this novel of the eternal feminine which the *Providence Journal* calls "*that rare thing in fiction, a novel which really will appeal alike to young and old.*"

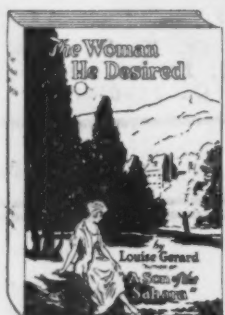
We are convinced it's a novel women will read and discuss with enthusiasm. The *Philadelphia Ledger* seems to agree with us: "*This novel might well form the basis of an evening's profitable discussion in many a home.*" \$2.00.

Don't forget WOLFVILLE, Alfred Henry Lewis's great Western book. \$1.75.

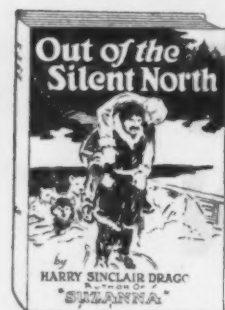
Publishers **FREDERICK A. STOKES COMPANY** New York



**THE STUMBLING  
HERD**  
By John Moroso  
author of  
"THE PEOPLE  
AGAINST  
NANCY PRESTON"



**THE WOMAN HE  
DESIRED**  
By Louise Gerard  
author of  
"A SON OF THE  
SAHARA"



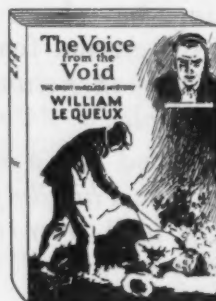
**OUT OF THE  
SILENT NORTH**  
By Harry Sinclair  
Drago  
author of  
"SUZANNA"



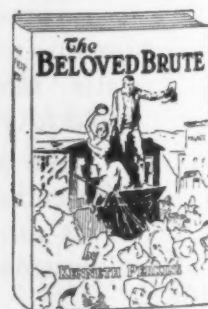
**DAMNED**  
Anonymous  
The story in life and  
death of a girl whom  
the world called  
"Grief to Men."



**WOLVES OF THE  
SEA**  
By Gaston Leroux  
author of  
"THE MYSTERY  
OF THE YELLOW  
ROOM," etc.



**THE VOICE FROM  
THE VOID**  
By William LeQueux  
author of  
"THE GOLDEN  
FACE," etc.



**THE BELOVED  
BRUTE**  
By Kenneth Perkins

*They speak for  
themselves---!*

**LOVE  
ACTION  
THRILLS  
MYSTERY  
ADVENTURE**

*Gaston Leroux  
Louise Gerard  
William LeQueux  
Harry Sinclair Drago  
John A. Moroso  
Kenneth Perkins*

*The  
Macaulay  
Company  
New York*

The sign of  
a good book

*A New Novel by the Author of  
"A SON OF THE SAHARA"*

*Entitled*

**THE WOMAN HE DESIRED**  
*JUST PUBLISHED*





**H**ERE'S the novel of  
the out - of - doors  
that gets into you like the  
tang of the breezes where  
clouds pile up on mount-  
ain tops and youth is  
vibrant with health and  
spirits.

It is a story of love—of the girl as vivid  
as the blue skies and companionable as  
heart can desire—of the man who is young  
and sometimes cannot understand the free-  
dom of ways far from his city home. The  
plot is deftly concocted and swift-paced. For  
anyone looking for a novel that is full up  
with open air, pure and undefiled, the novel  
of the spring is Ruth Comfort Mitchell's  
breezy fiction, "Corduroy."

\$2.00. D. Appleton & Co., New York

**RUTH COMFORT MITCHELL'S NOVEL**

**CORDUROY**

DM

Out Today**THE GLOBE HOLLOW MYSTERY***By Hannah Gartland**Author of "The House of Cards"*

A treat for the reader of detective stories. Tense with criminal plots and startling incidents. And through its whole dramatic development, a sinister figure is wrapped in mystery until the denouement reveals his identity.

\$1.75

**THE HINGES OF CUSTOM***By Ednah Aiken*

The regeneration of Wade Craeme, a dead soul in a living body, and the beautiful romance which came to him, make a story that has an unusual appeal. Here is a novel of rare literary quality and depth of feeling.

\$2.00

**THE STEP  
ON THE STAIR***By Anna Katharine Green*

A mystery novel whose baffling theme is woven with all the artistic skill of the author of "The Leavenworth Case." Mystery, suspense, and romance surround the two amazingly contradictory wills of a murdered millionaire.

\$2.00

**THE PRACTICE OF  
AUTOSUGGESTION**

C. Harry Brooks' simplified explanation of the whole remarkable method of curing oneself by autosuggestion as practiced by

**EMILE COUÉ**

is still the book of the day. Those who have not secured it yet will surely want it.

\$1.25

**FURY***By Edmund Goulding*

The New York Times says, in an enthusiastic review: "the author has a poetic imagination strongly touched with a whimsical or a mocking tone, and sandwiched into the narrative are many vividly beautiful bits about the sea that have a salt tang in their unique viewpoints and the originality of their phrasing."

\$1.75

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## NOTABLE BOOKS *of* FEBRUARY *and* MARCH

To the splendid line of historical romances by *Rafael Sabatini*, will be added in March the new edition of **THE SEA HAWK** (\$2.00) a superb story of the adventures of an English knight among the Barbary Corsairs in the spacious days of Queen Elizabeth. Other swift-moving romances of adventure are **ISLAND GOLD** by *Valentine Williams* (\$2.00, March) a story of buried treasure and of the further adventures of Clubfoot, and **CHILDREN OF CHANCE**, by *Anthony Carlyle*, (\$2.00, Feb.) a thrilling mystery story of London night life.

The funniest golf book we have seen for a long time is **PUTTER PERKINS** by *Kenneth Brown*, (\$1.50, Feb.) It won't make better golfers but it will make happier ones. Another book to enjoy is **THE LUCKY NUMBER** by *Ian Hay* (\$2.00, March), a collection of short stories told with the most engaging humor. And a novel that combines humor and absorbing interest, in just the proportions the public wants is **SKY-LINE INN** by *Donald Haines*, (\$2.00, March), an account of the delightful adventures of a French soldier of fortune in the Sierras.

Among non-fiction books, **GHOSTS WHAT AIN'T**, by *Ellis Parker Butler*, (\$.75, Feb.) says in the American language and with considerable cluster of laughs what Freud says less merrily. New volumes of poems will be issued in March by *John Drinkwater* (**PRELUDES**, \$1.25) and by *Robert Haven Schauffler* (**MAGIC FLAME**, \$1.50). The Turkish women of today will be interpreted by *Demetra Vaka* in **THE UNVEILED WOMEN OF STAMBOUL**, (\$4.00, March). And *John Buchan* will have a classic of adventure for boys and girls in **THE BOOK OF ESCAPES AND HURRIED JOURNEYS**, (\$2.00, Feb.)

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# Variety Lends

## THE REAL STORY OF A BOOTLEGGER

(ANONYMOUS)

**W**ITH an utter unconsciousness of any moral wrong-doing, the author of this book reveals every angle of the bootlegging trade. He tells one secret after another in this startling revelation of our present day America. The author exposes the dangers of "home-brew," the forging of revenue stamps, the branding of corks, the tricks of adulteration. He tells how officials and railway and steamship workers are subsidized, how "high class goods" are brought into the country, advertised and marketed, talks of the "mail order branch of the business," and describes how through industry, sobriety, and honesty, he has securely established his family in financial ease. The quiet pride which he shows in his achievement, his utter lack of humor or cynicism, makes his story an astounding book of serious sociological value. \$2.00

## MY THIRTY YEARS IN BASEBALL

by John J. McGraw

**H**ERE the most important figure in our national sport compares the baseball of today with that of twenty and thirty years ago. We find out what he thinks of the effect of the foul strike rule on pitching and batting, the inside story of Merkle's "boner," Snodgrass' error, and other famous plays. We see how rowdiness has gradually disappeared; what the Napoleon of baseball thinks of present day salaries and their effect on the players. McGraw's signal systems are explained and the little Giant of baseball recalls his hardest pennant campaign; the player he considers the best he has had, and the one he is sorriest to have let get away from him. Last, but not least, the inside story of certain sensational baseball deals are laid bare for the first time.

The Pictures in the book comprise one of its most interesting features, having been selected from hundreds which Mr. McGraw has collected in his life-time devotion to the game of games. \$2.00

# Enchantment

## BLACK OXEN

by Gertrude Atherton

**A**LTHOUGH just published it has had an astounding sale and been proclaimed Mrs. Atherton's greatest novel, and her heroine, Mary Zitianny, the most important study in feminine psychology of recent years.

"In BLACK OXEN, Mrs. Atherton has produced an absorbing romance of imaginative feminine psychology. Quite the best thing she has done since *The Conqueror*. It is a story with the true quality of romance brilliantly realized. Unique in the originality of its conception."

Owen Johnson—N. Y. Herald

"This novel by America's most amazing literary personality is the finest of a long line of brilliant achievements. It will create a new place for Mrs. Atherton, and it will be discussed everywhere. BLACK OXEN is by far her greatest story, and to me at least, the most absorbing novel by anyone which I have read in a couple of years."

Charles Hanson Towne—Bookman

Nearly forty thousand copies of this amazing novel have already been sold. Watch the "best sellers" list. It's at the top. \$2.00

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by Warner Fabian

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Everyone is asking, WHO IS WARNER FABIAN who thus indicts woman? Reading the book makes one's heart beat faster. We repeat, WHO IS WARNER FABIAN, that has startled the book world by writing another best seller? \$2.00

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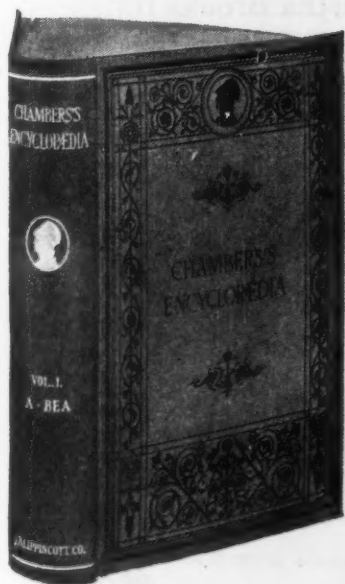
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Fully illustrated.

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Edited by Lawrence Shaw Mayo

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By Lucy Furman

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### VARIETY IN THE LITTLE GARDEN

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Publication date June 1.

Probable price \$1.75

### THE SPIRIT OF THE GARDEN

By Martha Brooks Hutcheson

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By Henrietta Peabody

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Publication date May 1.

Probable price \$1.25

### THE JOYS OF THE ROAD

Compiled by W. R. B.

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An agreeable companion on walking trips, with prose pages from the writings of Hazlitt, and Stevenson, Thoreau, and Burroughs. Bliss Carman and William Morris are among the contributors of the poetry it contains.

Publication date May 1.

Probable price \$1.00

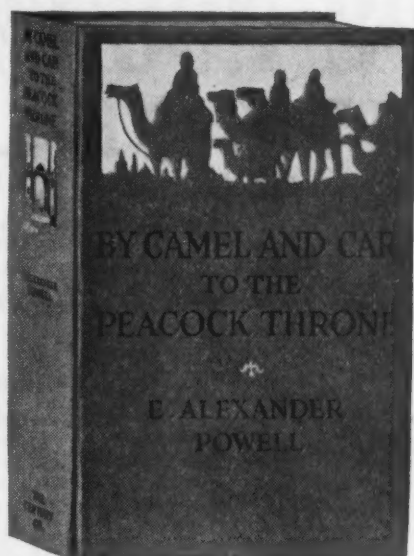
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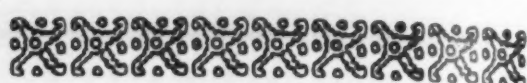
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## BARNABE AND HIS WHALE

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Humor, fantasy and satire are combined in this story of Barnabé, the eccentric, his whale, the young hippopotamus Sosthène, and their oddly assorted friends. (Ready in April) \$2

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By the former Emperor of Germany

An encyclopedic record, made by the Ex-Emperor for his own guidance, of the important events in world history from 1878 to 1914. The volume is a note book of considerable value, which traces not only the growth of German ambition but also the development of the Kaiser's distrust of England and Russia, which was so potent a contributing cause of the war. (Ready in February) Illustrated. \$2.50 net

## MY WAR EXPERIENCES

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This account of the Crown Prince's experiences in the war is of great value as a military record and will be studied with close interest by all persons interested in military tactics. It gives a detailed account of the Battle of the Marne and by far the fullest description yet given to the public of the Battle of Verdun which was fought exclusively by the Crown Prince's army. A further large section is devoted to the third German offensive and Foch's counter offensive in July, 1918. (Ready in February) Illustrated with numerous maps and plans. \$6

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NEW YORK





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A book that has swept into the best-seller class in England in a few weeks. A great, compassionate vision of the human drama of today. A story that will make a deeper impression as days go by. A great novel by a writer of great heart. \$2.00

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Suppressed in England for the clear truth of its picture. Cosmopolitan in character, set upon some small Greek Islands, a subtly wrought novel of youth's adventure that invites and bears comparison with the work of Conrad. It is the story of Julian Davenant, of Eve the frivolous and of Kato the Island woman. It has the quality that is never denied a wide audience. \$2.00

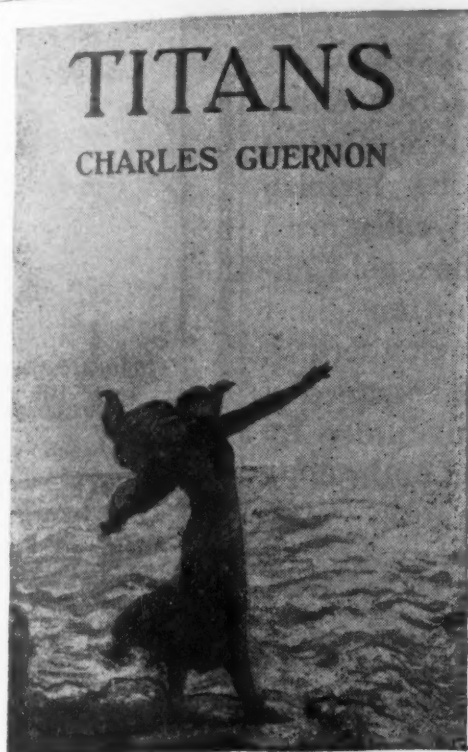
*Published February 23rd*





# TITANS

CHARLES GUERNON



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# TITANS

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Deeply emotional, strong in  
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INTRODUCTION BY EDITH WHARTON

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EDITH WHARTON: "... for the laughter, the tears, the strong beat of life—I should like to hand on my enjoyment to as many readers as possible." CHRISTOPHER MORLEY: "Amazingly blithe, with a most quirking and preposterous humor . . . for the first time we feel we know Russians well enough to throw our arms around them. Yes, that's exactly the way we feel about these queer, ridiculous, adorable people, and so will you." HILDEGARDE HAWTHORNE: "Enchanting, amazing, completely itself . . . oh, what excellent reading." \$1.75

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## HEAD HUNTERS OF THE AMAZON

By F. W. Up de Graff

FOREWORD BY KERMIT ROOSEVELT

For seven years the author of this thrilling narrative wandered through unexplored country, prospecting for gold and rubber, undergoing constant hardship and frequently in peril of his life. He and his companions are probably the only living white men who have witnessed an attack by head hunters and the gruesome preparation of their battle trophies. 350 pp. Illus. throughout from Photographs. Ready Feb. 10. \$5.00



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BY

EDWIN L. SABIN

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We believe in this book—we believe that Edwin L. Sabin “struck twelve” when he wrote it, and that the curtain will not be rung down until THE ROSE OF SANTA FÉ has had the largest season sale of any book we have ever published. A thorough national advertising campaign will support the book and warrant the Trade in stocking it liberally. It is clean romance, and one of those infrequent books that will equally interest men and women, and young people of both sexes.

For his first novel, DESERT DUST, Mr. Sabin drew on his intimate knowledge of Wyoming and Utah in the days when the Union Pacific was pushing through. In THE ROSE OF SANTA FÉ he turns to the picturesque Southwest, a country he knows at first hand, and with the thrilling history of which he is familiar from personal acquaintance with those who played leading parts in it. He is an outdoor man, living in the saddle, hunting, exploring, meeting western pioneers and plainsmen, and acquired a wealth of authentic old-west narratives of adventure during a sojourn in primitive, ancient Taos, New Mexico.

Publishers **George W. Jacobs & Company** Philadelphia

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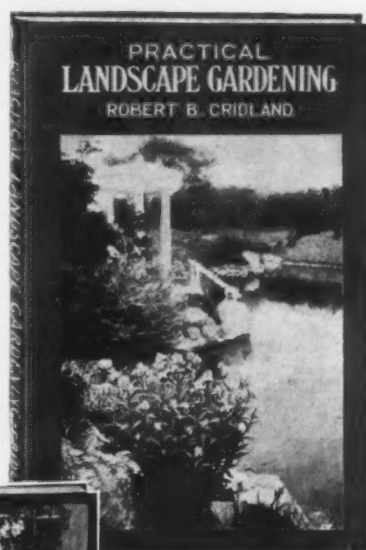
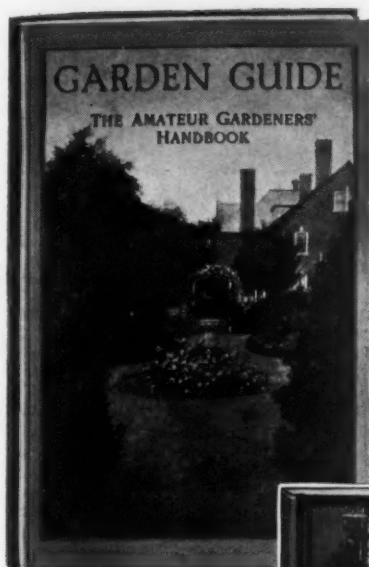
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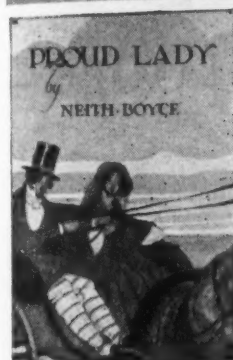
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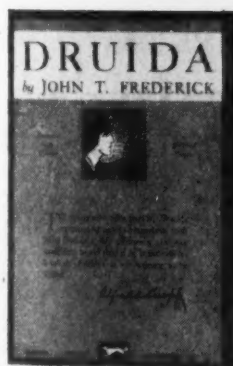
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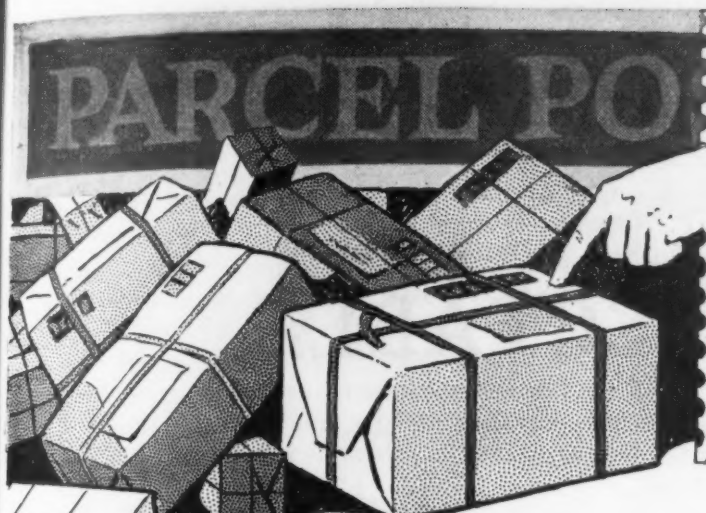
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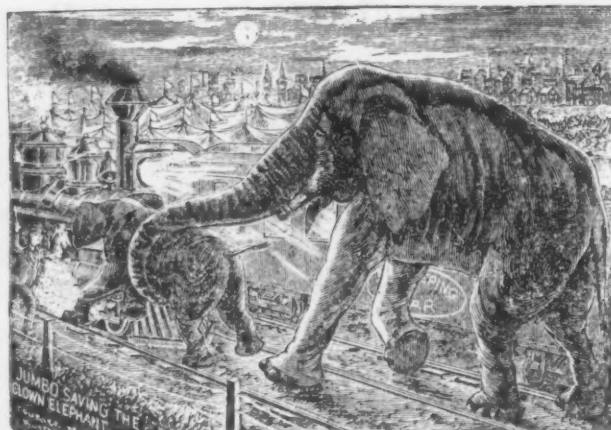
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**Back of the Salesman**

THE salesman on the road has been analyzed from many points of view, and his successes attributed to many elements and conditions—to his initiative, to his imagination, to his appearance, to his moral character, etc. Often it is forgotten, however, that his successes and failures are also very largely due to what he feels is behind him in the home office.

The salesman of books needs to know that there are continuing standards and a real policy back of the editorial section of his list. He cannot have read all the books and must sell many from covers only and he must feel confident that his books of information are probably accurate, books of travel well-selected, books of fiction have the characteristics that his house stands for. Without this confidence, his recommendations will be wavering, as there will be in his mind's eye the picture of past discrepancies between the promise and the delivery.

Secondly, he must feel sure that there is behind his statements to the buyer a uniform and just sales policy, so that he can make discounts and terms that will be the same as those offered by every other traveler for his house and which will be backed by his house at every point.

Thirdly, he must feel that in emergencies he is considered competent to act for the house and, up to the point that his actions will not cause embarrassment to the general policy of his house, will be backed up thoroly. The salesman's judgment grows by the responsibility placed upon him.

In Bradley's discussion of Shakespeare's "Hamlet," it is pointed out that Hamlet's failure to accomplish is not due to his being faced with difficult circumstances; not due to his weakness in action; not due to his being

visionary or contemplative; but, in the final analysis, is due to the fact that the sudden knowledge of the conditions in the court of Elsinore, so palsied his usual powers of decision and action that he became incapable of carrying thru the task put upon him by the ghost of his father. In just that same way a salesman may have ability to act and the courage, yet show a failure in results, because of lack of confidence in the backing his house supplies. The difficulties of traveling, the difficulties of constant readjustment to different types of people, the constant strain of knowing that results are being watched for and must be produced, puts on to the traveler a difficult task. It is the responsibility of every home office to see that his hand is strengthened and his morale sustained by a consciousness that his line is right and his house is solidly behind him.

**"Caveat Emptor"**

IN our day and time, this famous Latin expression, which was the law and precept of an earlier generation of traders, has so far disappeared from sight that the present generation of retailers lacks familiarity either with the custom or the phrase.

"Let the buyer beware" was the old explanation of sharp trading. Today, both the ultimate customer and the retail buyer is treated in a different way. Many newcomers to retail book-selling have commented on the character of the service that they get from the traveler and salesmen, the genuineness of the interest shown and the reliability of the advice given. The average book salesman on the road, given some idea of what the new store's interests are and what the community's interests are, gives to the buyer advice on books that is generally sound and helpful. This is a well-known condition, and the very universal acceptance of the new standards is a significant element in present-day trading.

**Egypt to the Front**

THE marvelous discoveries from a tomb three thousand years old have attracted a news interest that could hardly have been predicted—front page space in all the papers, long dispatches cabled, steamships turning toward Egypt that were going elsewhere, and all because of the art treasures of a dead ruler's burial place. If such interest does not translate itself into reading interest in the bookstores and libraries, it will be sur-

prising; and one can easily imagine the featuring of the standard books on Egypt to be a prominent activity in bookstores during the spring. The *New York Times* recently took full page space to announce that it had arranged for dispatches to come from the Earl of Carnarvon, under whose auspices the expedition has been undertaken. They did no more when Lloyd George's "Memoirs" were promised.

### What Makes a Salesman?

**W**HAT is it that starts men into the field of selling? Usually it is the next step ahead for some boy who has had training in the stockroom or order department of the publishing office and who is given a wider opportunity and more profitable opening in the field. Sometimes men enter by becoming interested in the book business thru a friend, and they feel from the friend's description that the life of a traveler is what they want with the fascination of pursuing and completing sales, seeing new country, and meeting new people. Sometimes the work is entered upon thru the interest of one of the members of a firm who is looking around for good human material to represent the company adequately on the road.

There are few men at the important desks in the big publishing houses who have not at one time or another seen service on the road. Perhaps, if continued too long, traveling may, thru its days of discouragement, blunt the imagination and confidence of those who must underwrite publishing risks and see new openings, but, as a means of learning about trouble areas and of gaining an insight into what can and cannot be done an experience in selling on the road is invaluable.

### One More Tribute

**A**MERICA'S foremost magazine of humor has just been celebrating its fortieth anniversary, and writers and illustrators joined in tribute to the wit and wisdom of *Life*. One tribute might be paid, which perhaps only a bookseller would have thought of making, and that is, that with all its energy and imagination expended on increasing its circulation, which has in recent years gone to figures not dreamed of by the founders, *Life* has never offered to give away a current book to force the subscriber's decision and has based its appeal for support on its own value.

### Printers' Honor to Franklin

**A** MAGAZINE issue that should be in the permanent files of every student and lover of good printing is the January 20th number of the *American Printer*, filled with special inserts prepared by the printing houses of this country, each one in its way seeking to honor the patron saint of American printing. The occasion is the two hundredth anniversary of Franklin's beginning his career in Philadelphia.

Each printing house has taken its own method of paying tribute, and, as each has expended extraordinary care and diligence in typography or in color work, the result is a notable exhibit of printing technique. There are a score of pictures of Franklin, varying from a four-color offset reproduction of the Benjamin West picture of "Franklin and the Kite" to the modern drawings, such as the beautiful print in flat tints supplied by the Franklin Printing Company of Philadelphia. The picture of Franklin's bookshop, which belongs in the Ferris collection, has been reproduced by the Color Plate Engraving Company. Franklin as a printer from a painting by S. M. Arthur has been reproduced in four colors by the Ketterlinus Lithographic Manufacturing Company, with the inscription, "Franklin made books, but books made Franklin." The Yale University Press has reproduced, in Mr. Rollins's best style, a letter in the Yale Library, in which Franklin discussed the setting up of a printing shop in New Haven for a nephew. The New York Public Library supplied an interesting insert printed in its own plant, a paragraph from the autobiography describing the beginning of subscription libraries in America. The Newark Public Library has contributed a tribute, emphasizing Franklin's pioneer work in developing the use of print. Three English printers have sent inserts, including the house of Caslon, from whom Franklin ordered so many hundreds of pounds of types.

There are many pages that will find their way in framed form to the walls of libraries, bookstores and printing offices.

### Mileage Books Twenty Per-cent Off

**T**HE Interstate Commerce Commission has ordered the railroads to begin on March 15th the sale of mileage books for 2,500 miles at reductions of 20% from regular rates. This plan had been strongly urged in Washington by various trade organizations, including the National Association of Book Publishers, under the belief that some special rate would make it more possible to cover the selling field with salesmen.



# The Bookseller and His Enthusiasms

## Dealers Reply to Question: "What Books I Enjoy Selling"

THERE are many people, looking at bookstores from the outside who carry about the impression that a bookseller's only delight is in piling up huge stacks of new fiction and then working feverishly to reduce the stacks to a safer level, and that the bookseller's handling of his merchandise is as impersonal as if he were handling cakes and rolls in a bakeshop, with the books of one month meaning little more than those of another. In order to get some picture of what might be called the bookseller's personal enthusiasms, the PUBLISHERS' WEEKLY sent a questionnaire to a selected but varied list of dealers who were asked to help, if they would, in giving their own viewpoint on "Books that They Enjoyed Selling." A list of twenty-five was asked for.

To go thru these reports gives one, without reading signatures, the picture of real personalities working in this city or that, whose tastes in books, shaped by reading, translate themselves into an enthusiasm which carries the books to their destination. It is obvious that in such a survey, personalities and reading interests will differ to a great degree, so that no general summary can give a well-rounded picture. It would be rather the work of a psychologist to look down the lists and judge the type of person from whom one would like to buy books if the shop were in the neighborhood.

### Each to His Own Taste

It may be that only the dealers with the more keen enthusiasms have sent replies, but it is certain that no one can look thru the lists without having a very optimistic view of the interests and tastes of those who are guiding our bookstores and smaller bookshops. To one person, the bookstore means opportunity to sell to the community the best things in useful books—dictionaries, cook books, practical books of all kinds. To another it points an opportunity to introduce young readers and old readers to the standard novelists. To others it has seemed an opportunity to bring more people in touch with the newest thought, whether of European or American origin, whether of young writers or of old thinkers. All have their individual tastes in fiction and usually with some realization of the broad reading interest that a community should have.

With reports taken in the 1922 selling season, it was not unexpected that the largest number of returns would repeat the name of Wells's "The Outline of History." It is very significant to note the personal satisfaction that

dealers have felt in selling a book of this kind. One gets the impression that it is not simply because the book has sold readily and has meant a sale of some size but that the bookseller felt that he had done a personal favor to every household into which the volume was introduced and not simply made a five or ten dollar sale. Again and again also appears the name of Van Loon's "The Story of Mankind," and the lists indicate that this book has provoked the same type of selling enthusiasm. "The Americanization of Edward Bok" is third in order of repeated emphasis. Fourth comes Robinson's "Mind in the Making," and fifth "The Outline of Science."

### Biography Is Much Favored

The three books of biography receiving most frequent mention were Beveridge's "Life of Marshall," Strachey's "Queen Victoria" and Charnwood's "Lincoln." Among recent books of Letters, there is continued emphasis on Walter Hines Page and Franklin K. Lane. Older books, however, were not forgotten, and Boswell's "Life of Johnson" and the "Autobiography of Cellini" show that the greatest of biographies and of autobiographies are in many booksellers' minds.

A certain note of appreciation for benefits received would seem to be contained in the many mentions of "The Amenities of Book Collecting" by A. Edward Newton, a book that has done much for the bookseller by increasing the general interest in collecting.

The number of practical home library titles that came to the front show that to lay the corner-stones of home libraries is one of the delights of the bookseller. Most often mentioned in this field is Farmer's "Boston Cooking School Cook Book"; second, Webster's "New International Dictionary"; third, Bartlett's "Familiar Quotations"; fourth, Roget's "Thesaurus"; fifth, Holt's "Book of Etiquette." If one could add to this list that perennial good seller, Holt's "Care and Feeding of Children" and a good household book of games, one could see the family bookshelf taking on well-rounded and most usable proportions. The fact that the revised atlases have only just begun to come out probably mitigated against the mention of this family necessity.

The field of history was not occupied wholly by the current "Outlines," and among the names of standard sets which are mentioned are: Parkman, Prescott, Rhodes and Fiske, Carlyle and Trevelyan.

In no department was there greater variety of interest than in poetry, and, while one bookseller would mention Burns as his favorite among the standards, another would say Tennyson or Whitman. Of the poets of recent day the most frequently mentioned, in order, were the following: Kipling, Stevenson, Van Dyke, Guest and Millay, the latter being an unexpected outcropping from among the half dozen other current poets of ready sale.

The booksellers' affections in the way of travel books seem to be, at present, headed toward Frederick O'Brien and Harry W. Franck. Among the books not touched in the above classifications, one finds many references to Barrie's "Courage," Andrew's "The Perfect Tribute" and Morley's "Parnassus on Wheels."

#### In the Field of Fiction

The field of fiction naturally came in for most comment, and, in some ways, the vote was here most scattered. Of the older standard novelists Thackeray came out better than Dickens, and Stevenson just ahead of "Les Misérables." Conrad led the recent writers, followed by Kipling, O. Henry and Mark Twain. Of single titles, "Lorna Doone," Tolstoy's "War and Peace" and Melville's "Moby Dick" received the most frequent emphasis. Of the European novelists, Anatole France was most often mentioned.

The precedence of Thackeray and Dickens over such other names as Scott and George Eliot is an accurate indication of the general reading interest of the present day, and our century has seen such names as Stevenson, Kipling, O. Henry and Conrad rise out of the classification of current publications into place on the shelves which hold the standard authors. It was not expected that such an inquiry would bring out much emphasis on the fiction of the past year, but many did add this comment, and the three books most often spoken of were Sabatini's "Captain Blood," Lewis's "Babbitt" and Willa Cather's "One of Ours."

It would be interesting if several typical lists could be printed to let them in their individuality carry the impression of the type of book service that the communities of the country are getting. Many people studying the problem of what people read overlook the important part that a retail bookseller can play. In the bookshop the author can get his most important contact with the public, and words said or left unsaid may give the book a hearing or fail to give it a hearing, a long life or a short one. Bookstores with general stock endeavor to cover the interests of all types of readers, but the books that have the bookseller's enthusiasm, build up the larger sales, and much of the thought and opinion in a town or city may be affected by the tastes and

interests of these men and women behind the counters.

#### What Is Your Mental Picture of This Shop?

Here is a representative answer to the questionnaire. The list printed below was one of the many submitted which contained the titles of books that are of distinct literary and historical value. When you buy books would you consult the bookseller whose personal book preferences are printed here?

Charnwood, Lord. Life of Abraham Lincoln.  
 Oliver, Frederick S. Alexander Hamilton.  
 Dickinson, G. Lowes. Greek View of Life.  
 Tomlinson, H. M. Sea and Jungle.  
 Smith, J. A. What Can Literature Do for Me?  
 Pyle, Howard. Men of Iron.  
 Blackmore, R. D. Lorna Doone.  
 Dumas, Alexander. Three Musketeers.  
 Newton, Edw. Amenities of Book Collecting.  
 Conrad, Joseph. Youth.  
 Wister, Owen. Padre Ignacio.  
 Kingsley, Charles. Westward Ho!  
 White, Edward L. Andivius Hedaglio.  
 Atkinson, Eleanor. Greyfriars Bobby.  
 Mason, A. E. W. Three Feathers.  
 Bok, Edw. Amercanization of Edward Bok.  
 Autobiography of Benvenuto Cellini.  
 Stevenson, R. L. Treasure Island.  
 Reade, C. Cloister and Hearth.  
 Vallery-Radot. Life of Pasteur.  
 Adams, Henry. Education of Henry Adams.  
 Robinson, J. H. Mind in the Making.  
 Barrie, J. M. Courage.  
 Stoker, Bram. Dracula.

#### BRICKS AT PUBLISHERS

"*Traveller*: A man who goes round the country on behalf of a publisher to collect the kicks which a bookseller would like to administer in person to the publisher."

"This is not a definition given in Murray's Dictionary, but the omission will, no doubt, be rectified in future editions," said our old friend the English *Book-Post* sometime ago. "We booksellers forget sometimes how useful he is to us in this way. We prefer to think of him as a necessary evil, just as many publishers do."

"We overlook the fact that he acts as a buffer between the two main branches of the book-trade. We wait until he is doing his best to sell us his wares, then we interrupt him to air our latest grievance with his firm. As a rule he takes it all quietly but occasionally he rebels, and asks us why we do not write up to his house and make our complaint direct. We answer that if we do no notice is taken, whereupon he clinches the matter by telling us that the same thing happens when he complains, so why worry further?"



# A Master Book Salesman

By Elsie Parrett

IN the publishing business, the name and reputation of the house has a peculiar significance. It is the only stationary thing in the business, for the product is different in each operation. We buy this make of shoe because the leather in our last pair was soft and durable; this brand of soap because it will be exactly like that we bought and liked last week. We don't choose books that way. We buy them because they are different. Some of us buy certain known authors; some of us buy because we must keep up with the best sellers. Some buy on the recommendation of friends; others take pride in certain footings of classics on our shelves. But how many of us buy because of the firm name inscribed at the bottom of the book?

If a company can establish such prestige that its name on a book leads to consideration, it has traveled far. This might be accomplished in one way or another, but the way it was done thruout a certain class of people in a certain territory was thru salesmanship.

Not thru *salesmanship* either, but thru a *salesman*. He had none of the stock customs of the trade. He was an artist. He represented a big eastern company which, as one of its special lines, put out high school textbooks. His job was to interest educators in various new publications with a view, of course, to ultimate large orders for books.

I came to know him several years ago when I was teaching in a small high school in western Washington. Two or three times a year he made the rounds in this territory. We teachers looked forward to these calls and regarded his visits in the light of a privilege. He came from Seattle, the branch headquarters, and occasionally direct from Boston, with all the news of a larger world. He knew the current writers of the day; told little intimate stories of book publishing; he brought a vivid literary atmosphere to our little dwelling very near Main Street. He not only could talk brilliantly of literature and art in general, but he kept up on the educational problems of the day and could display intelligent interest in our shop talk. In short, he was a man of broad and liberal outlook, a sympathetic and expressive nature, and he was welcomed as all such men are, especially where those of their ilk are rare.

He did not talk much of sales. I presume he pushed his books to the front, but he did bring them so skilfully into the general conversation that we forgot he was a "book agent." He would tell us about a certain

new valuable publication (published by his company) as something which as a matter of course we would wish to know about. He would refer us to a good authority (published by his company,) as a help in some special local problem. We were glad to get his sample copies for our desks, and to give them a trial in the classroom. And when he was gone, he was speeded on his way as an honored guest for whom the latch string was left out.

His work inevitably resulted in sales for his company. He had the goods, of course—his sales were not made on personality alone. But the flavor of his interesting visits seasoned our attitude toward the books of his house, and influenced us in making selections for library or text room use. He became a synonym for his house—the latter came to mean a publishing firm which was run by men of education and culture whose publications were selected as we would select books for our own libraries.

Today, when it has become my duty to select books in a larger way, I find myself regarding the books of his company with a feeling of cordiality. Even if the author or title be new, the friendly inscription of the firm name predisposes me to a careful examination. It is a guarantee, in my mind, of a certain standard. I know that there are a number of publishing houses of equal standing and worth, but I am still unconsciously influenced by this master salesman of years ago. I do not remember his name, and I should probably not recognize him should we meet. But his personality is still distinct and has been transmuted to the company he so faithfully represented. I wonder if he was appreciated by his superiors!

## The Earmarks of a Live Retailer

PAUL W. IVEY, whose articles on "Salesmanship" appeared in the PUBLISHERS' WEEKLY two years ago gives an interesting chapter on "Market Analysis for the Manufacturer." In his book on "Principles of Marketing" published by Macmillan. He outlines the study that can be made of markets by a sales manager, in order that he may understand better the conditions into which he is sending his goods, and prophesy more accurately the success of the retailer in handling his publications. A knowledge of 25 points is suggested as a guide to the dealer's ability:



1. What is the nature of the retailer's location?
2. Does he have modern show-windows? Are they attractive? How often does he change them?
3. Has he modern fixtures? Are they arranged to care for the trade advantageously?
4. Is the store modern in other respects, such as lighting, heating etc.?
5. Is the stock attractively displayed? Is it marked in plain figures or characters?
6. How much stock does he carry?
7. What is the turnover?
8. How much of our own stock does he carry?
9. What is its turnover?
10. How often does he take inventory? Has he a perpetual value or quantity inventory system in any department?
11. How often has he special sales for closing out stock?
12. Does he maintain manufacturers' prices, or is he a price-cutter?
13. Is he interested in working out schemes for increasing his business?
14. What percentage of profit does he consider necessary?
15. What is his cost of doing business? Is it correct?
16. What percentage of his business does he secure by mail, telephone, solicitation,
17. Has he a delivery system? Is it adequate?
18. How many salespeople does he employ? On what basis does he pay them?
19. Do his salespeople have any opportunity for salesmanship instruction?
20. What is the nature of his competition—local, nearby-cities, mail order?
21. What methods does he employ to meet competition?
22. Does he prefer to mail his orders for goods, or does he prefer to give them to our salesmen?
23. How often do salesmen representing a similar line call? How often do they show their samples?
24. How often does our salesman call? How often does he show his samples?
25. Does our salesman build up confidence for our house?

## Taking Out the Line in the Old Days

By George Sully

I HAVE many happy recollections of bygone days when we so-called traveling men were able to stop at the best commercial hotels for from \$4.00 to \$5.50 per day including large sample room with bath, three good square meals a day (and four if anyone wanted them). It certainly was a pleasure, particularly in the Palmer House, Chicago, to take certain buyers to dinner. We used to coax them to go up and down the bill of fare "a couple of times," for all the hotel could charge us according to their rates was \$1.00 for dinner, no matter how much they ate; and I can remember a number of them in the late eighties and early nineties who had, to say the least, a fair appetite. If you don't believe me ask Bert Caldwell, George Doran or Vic Cupples.

Some of the hotels that made an indelible impression on most of the boys during that period, particularly for the extent and quality of their meals were the

Bates House, Indianapolis,  
Burnet House, Cincinnati,  
Cadillac Hotel, Detroit,  
Hollendon, Cleveland,  
Powers Hotel, Rochester,  
Anderson Hotel, Pittsburgh,  
Continental, Philadelphia,  
Broadway Central, New York City.

One other thing: we did not know how well off we were when we made most of our railroad jumps at the rate of \$.02 per mile, then got to our next city in time for breakfast the next morning and were gladly welcomed by either the manager or clerk in charge, and assigned one of the best rooms in the house (if we had written ahead for reservation), and not held up the way we are nowadays by some "snippy" clerk who will probably say, with a sickly grin, "Just check your hand-baggage. We hope to have something for you by noon," and which oftentimes means four or five o'clock; practically a day wasted for the traveler that has to have his customers come to his hotel to go over his line.

I, for one, wish the good old days (now gone forever) were back again, when a traveling man could go around his circuit for about \$85.00 per week making big jumps, against about \$115.00 per week nowadays, and practically not getting anything for your money. If it was not for the royal good fellows, our friends the buyers (both male and female) that we meet all over the U. S. A. and Canada, I, for one, would be ready to quit the road, but being what they are, I think I will continue at the job of trying to sell books until Gabriel blows his trumpet.

## Where To Start a Bookstore

### Traveling Men Give Their Ideas of Openings

FOR a third successive year the PUBLISHERS' WEEKLY has made a survey of the bookshop field in order to make suggestions as to where new bookselling enterprises might profitably be started. An inquiry has been sent to a large number of traveling salesmen who cover all parts of the country, and their opinions are tabulated below.

Most of the cities reported have bookshops or book departments of some kind but in the opinion of salesmen who visit them and study the communities as potential outlets for books or compare the sales made with those made in other cities of similar size and type, there is still need of other establishments. Some cities need a general bookstore with well-rounded stock, others would admirably support a book and gift shop, still others need a modern bookshop with a personal flavor.

The first list of twelve is of those cities that were most frequently mentioned. The second list is of those that had less frequent emphasis, but the list is printed to give a broader picture of the field.

There are four principal sources from which to expect the initiative for new bookshops:

1. From those who have grown up in the business and are ready to start out for themselves.
2. From established retail bookstores which might plan to build up branches in new territory.
3. From publishers establishing retail stores.
4. From people outside the bookselling field who see in this business an opportunity for a more congenial occupation.

#### Twelve Best Cities

Oakland, Calif.  
Toledo, Ohio  
New Orleans, La.  
Harrisburg, Pa.  
Newark, N. J.  
Worcester, Mass.  
El Paso, Texas  
Albany, N. Y.  
Johnstown, Pa.  
Fort Worth, Texas  
Minneapolis, Minn.  
Columbus, Ohio

#### Other Suggestive Locations

Battle Creek, Mich.  
Schenectady, N. Y.

San Antonio, Texas  
Terre Haute, Ind.  
Tulsa, Okla.  
Buffalo, N. Y.  
Birmingham, Ala.  
Youngstown, Ohio.  
Scranton, Pa.  
Reading, Pa.  
Salt Lake City, Utah  
Jackson, Mich.  
Milwaukee, Wis.  
Memphis, Tenn.  
Bakersfield, Calif.  
Nashville, Tenn.  
Colorado Springs, Col.  
Erie, Pa.  
Beaumont, Texas  
Dubuque, Ia.  
Helena, Mont.  
Fitchburg, Mass.  
Haverhill, Mass.  
Jacksonville, Fla.  
Poughkeepsie, N. Y.  
Sioux City, Ia.  
Spokane, Wash.  
Springfield, Ill.  
Wheeling, W. Va.

#### A TRIBUTE TO "GO-GETTERS"

There isn't a place for a half-sized man  
In the front of the selling line.  
It's a place for grit and tact and wit,  
Pluck that knows not when to quit,  
And a smile that sticks through the worst of it  
Out on the selling line.

There isn't a place for a half-sized brain  
In the front of the selling line.  
For the buyer's aware when you spout hot air  
And clutch for a fact that isn't there.  
Unless you've a thought or two to spare  
Don't go on the selling line.

There's plenty of room for men—real men—  
Out on the selling line.  
Men with a vision of things to do,  
Who set a mark to which to hew,  
And then drive in and carry through  
To the front of the selling line.

—Penn-Am. Refining Co. in *Bindery Talk*

## American Booksellers' Association

STANLEY G. REMINGTON, CHAIRMAN MEMBERSHIP COMMITTEE

CHARLES STREET AT MULBERRY

BALTIMORE, MD.

Dear Mr. Bookseller:—

"Every Man Owes Something to the business in which he earns his living."

That meant me, for one, the moment I read it.

It means every Bookseller. It means you.

This sense of responsibility is the one big reason that I accepted the position of Chairman of the Membership Committee of the American Booksellers' Association.

But all the time I take every day from my own business, and all the effort I make to secure new members, will be absolutely wasted unless the same thought strikes home to you, and strikes so hard that you apply immediately for membership.

This is an age of organized effort and nothing is accomplished without it. Neither you nor I can go along alone. We need each other, and we need every other fellow in the book business.

Since its inception the American Booksellers' Association has done much to improve trade conditions—getting many improvements that never could have been gained by any individual bookseller, but this Association has not achieved enough, and it cannot do the things that ought to be done unless its membership strength is increased to three times the present number.

With one thousand additional members the A. B. A. can be made the strongest and most influential trade organization in America.

You ought to be a member, and we want you to be a member because we need your help. The annual dues are a mere trifle in comparison with the returns you will receive in information, satisfaction and increased profits.

Please sign the enclosed application blank and mail it to me today.

Cordially yours,

STANLEY G. REMINGTON  
CHAIRMAN OF MEMBERSHIP COMMITTEE

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ON TO DETROIT --- MAY, 1923



# Thursdays at Five-thirty

## Little Talks With the Sales Force

By James Lackington, Jr.

### XV. VIEWS ON REVIEWS

MR. BROWN fingered his little black note book ruminatively, as the force gathered around him for the weekly discussion. Somehow, the meeting hardly seemed official until Mr. Brown had at least glanced at his note book.

"I am going to talk to you tonight about certain phases of your own reading," he observed. "Not the books that you read, that will come later, but about the material that you read about books. Each of you receives an individual copy of the PUBLISHERS' WEEKLY. I remember Miss Lister's suggesting it at a meeting almost a year ago. Before that, two copies of the PUBLISHERS' WEEKLY came into the office, and they seldom got all the way round. I think that we've made good use of the extra copies. From questions I have asked at various times, I am quite sure that these copies are being read."

"Of course they are being read," put in Miss Temple. "We are all glad when the WEEKLY comes, and I read everything in it except those ads that are the same every week."

"And the date and title," suggested Gordon.

"Smarty," said Miss Temple, with that little touch of asperity that proved that they liked and understood each other.

"I think we do read the WEEKLY pretty conscientiously," said Mr. Brown, "and I think we read reviews in the New York Times, the Herald and other publications pretty well, tho not as regularly and thoroly as I wish we might. I've got a plan to systematize that, too, and I think we will get better results. Here is the plan. I am going to start a little staff library in that little room just off my office. I am going to put Miss Belleville in charge of it, and she will see that a file is kept of the New York Times, the New York Herald, the Literary Review, the Chicago Daily News and any others that seem desirable. I am going to grant each of you sufficient time off the floor during the

week to go over the more important reviews. I think an hour a week will be enough for the purpose. Mr. Partland has consented to the plan, but we must be very careful not to abuse it. The library is not a rest-room but very much a work-room, tho the work will be

along a little bit different lines from the usual routine. I will bring up matters in these meetings that will give me a line on how the plan is working and how we are all benefiting by it. Now there will be articles in these publications that will be too long to read in the time we can spare here. What we ought to do here is to try to get a good general knowledge of the current books as they come out to know

what they are about and how critical judgment ranks them, we can speak with Authority—"

"If we speak as the scribes," said Gordon.

"Smarty," said Miss Temple again.

"When a customer asks how Mrs. Wharton's new book is rated, we can tell her," said Mr. Brown, ignoring the interruption.

"But suppose the comments are unfavorable?" asked Miss Freeman.

"If the criticisms are all unfavorable," said Mr. Brown, "it would be very strange, indeed. But I think the truth pays in this case, that is to say just about what the differing opinions are. I don't think we need be alarmed about the prospects of all the reviews being unfavorable in the case of Mrs. Wharton or any other writer. The chances are, generally speaking, that the more critics disagree the better the chances for selling the book. However, we will make a great deal better impression upon the customers—the more appreciative ones at any rate—if we can discuss the reviews intelligently that if we just say: 'Oh yes, the reviews are all wonderful. All the critics agree that the book is just splendid.' Now, when we find a longer article that we want to read, we can borrow the paper, provided it is returned next day. Miss Belleville



THE WELL INFORMED BOOKSELLER IS A VIGILANT  
READER OF TRADE PAPERS AND REVIEWS

will keep a careful record of the papers loaned, and I want each of you to keep a record of time spent in this research work. We must neither overdo it, nor underdo it."

"I think that's a splendid idea, Mr. Brown," said Miss Porter. "There is so much that I want to read. I do read and I am sure all of us do a great deal outside of store hours. But somehow it does seem hard always to find time to read the reviews and the circular matter—

"Circular matter?" said Mr. Brown. "That is a thought. Miss Belleville can keep the material that we get in such shape that it will be easy to look over, instead of bulging my pockets. Why, Doran and Appleton and Harper and Stokes and Doubleday and a lot of others send us some splendid literary notes. We ought to give them better attention and then pass them on to some of our better customers. That is an excellent suggestion, Miss Porter."

"You can depend upon it that I am going to use that time to advantage," said Miss Lister; and the others all expressed interest in the plan.

"Now," said Mr. Brown, "here is my real announcement. I believe that all of us are ambitious to improve ourselves in our chosen profession—bookselling. To do this we must know books and keep up constantly with the procession of new books. That is a man's sized job—and a woman's sized job, too "he added as Miss Temple cast him a questioning look. "It is the easiest job in the world to get stale on. Give a man—or a woman—a six month's vacation and it would be necessary to learn a large portion of the stock all over. Here is a plan that will help. Mr. Partland and I agree that if all of us will read pretty thoroly *The Bookman* and *The International Review* each month, it will prove to be pretty nearly a liberal education in modern literature. I have some slips here, pledges as a matter of fact. I want you to take them home and think the matter over. Return them tomorrow, signed or not, as you wish. Don't sign unless you are thoroly in earnest and will go thru with it."

Mr. Brown passed the slips around, and every member of the staff evidenced keen interest.

The pledge read as follows:

"Dear Mr. Brown. If you will send to my home address

☐ *The Bookman*.

☐ *The International Review*.

without expense to me, I pledge myself to give each month's issue a prompt and thoro reading.

(Signed) .....

Next morning Mr. Brown found every slip

on his desk signed and with both magazines checked.

"They're a good bunch," he told himself, "and I hope they can live up to it, well, time will tell."

Mr. Partland was more than pleased. "It's worth more than it costs if the sales people are willing to educate themselves. You can go as far as you like. Brown."

### A TRIBUTE TO THE AMERICAN DRUMMER

"The statement made by Louis E. Pierson, president of the Merchants' Association of New York, that the American 'drummer' or 'traveling salesman' is destined soon to become as extinct as the dodo or the 'bustle' should be accepted none too literally. Not without protest will these pastmasters in the art of commercial diplomacy be whistled down the wind," says an editorial in the Louisville *Courier-Journal*.

"For more than a century these 'knights of the grip' have been abroad in the land, leveling the highways of commerce, straightening the byways of industry, ministering to the social as well as the business life of America. Pioneers as brave as the fabled Argonauts—explorers that emulate the examples of Columbus, Magellan, Cortez, Pizarro and Shackleton—these 'traveling salesmen' of America have contributed richly to the country's development.

"Sometimes with expenses assured, not infrequently having to make their own way, they have set on their missions, carrying the gospel of business prosperity to the uttermost parts of the earth. For their principals they have extracted fortunes from the snows of Siberia, from the sands of Sahara. The seven seas they have sailed. The three hemispheres they have traveled. Islands that know them not are still uncharted on the world's map.

"Railway, steamship, postal, telegraph, telephone and now radio have come to compete with them, all in turn promptly to be converted by the American drummer to serve his own purpose, to facilitate his own business, to supplement his own resourceful wit.

"The American Traveling Salesman! Here's to him and his family! May they live long and prosper!"

### GETTING TO HICKSVILLE

"Is this a fast train?" the salesman asked the conductor.

"Of course it is," was the reply.

"I thought it was. Would you mind my getting out to see what it is fast to?"—*Evansville Crescent*.



# Foreign Books for American Readers

By Ernest Boyd

WITH the translation of "Suzanne and the Pacific" (Putnam) by Jean Giraudoux, in the excellent English version of Ben Ray Redman, one of the most charming and original figures in contemporary French literature is introduced to American readers. Jean Giraudoux was born in 1882, and after studying for the diplomatic service, his studies taking him to Munich, Vienna, Berlin and Harvard, he entered the Ministry of Foreign Affairs. Before the war he was little known, altho he had published his first novel in 1911 and a book of short stories in 1913. When the war broke out he served in an infantry regiment, and out of his experiences he wrote a series of volumes which attracted considerable attention, impressions of the re-conquest of Alsace, of the great adventure of the Marne, of the Dardanelles, and of a visit to America, published under the title of "Amica America," an entertaining account of this country as it appeared to a young Frenchman who had come over on a mission from his government.

When "Suzanne and the Pacific" appeared in Paris in 1921 the author had created his public. He had given them another novel and a series of marginal tales to the Odyssey, and had said "Farewell to War" in a poem so entitled. His fame was on the increase and was definitely consecrated by the publication last year of an amazing and delightful fantasia, "Siegfried and the Limousin," which was rewarded by the Balzac Prize a short while back. The vogue for stories of the South Seas will lead many to turn with some curiosity to this story of Suzanne, the ultra-modern young girl, who finds herself in the same predicament as Robinson Crusoe but with very different results both for Giraudoux's heroine and his readers. A French critic has described the book as "a tale, a symbol, an album of exotic prints. . . the work of a subtle literary mandarin who will delight all lovers of fine letters." A strange work to come from a writer whose writing dates chiefly from the years of the Great War.

Ivan Bunin, the author of "The Gentleman from San Francisco and other Stories" (Seltzer) is generally regarded as the greatest of the modern Russian realists, the group which includes Ropshin, whose "Pale Horse" and "What never Happened," are already known in this country, and Alexey Tolstoy, whose "Road to Calvary" will be published next month by Boni and Liveright. These writers held aloof from the school of Art-

zibashev and Kuprin, and Bunin is accepted as the leading figure, both as a poet and a storyteller. He belongs to an old family of landed proprietors, which has given many distinguished names to artistic and political life in Russia before the Revolution. Since that event Bunin's life has been that of so many Russians who could not reconcile themselves to the later developments of that great change. In 1918 he left Moscow and went to Southern Russia where the war between Whites and Reds was raging, and finally he emigrated in 1920 to Paris, where he now lives. The collection of stories from which this translated volume is a small selection appeared in 1917, but prior to that the author had published his masterpiece, a novel called "The Village," which has been translated by Isabel Hapgood and will be published in May by Alfred A. Knopf. Bunin is one of the twelve Honorary Members of the Russian Academy of Sciences, an honor equivalent to membership of the French Academy. He is also the recipient of the Puschkin Prize, the highest award made by that institution.

"Ditte: Towards the Stars" (Holt) is the final volume completing Martin Anderson Nexø's fine study of the life of a woman of the people. It forms, as it were, a female counterpart to "Pelle the Conqueror," the work which made this Danish author famous outside his own country. Nexø lives in the neighborhood of Copenhagen where he edits a socialist paper called "The Class War." His childhood was spent on the island of Bornholm, that outlying scrap of the Danish kingdom whose speech differs markedly from that of Jutland, the main peninsula. His first stories were studies of Bornholm life, and he has a considerable body of work in fiction, both novels and short stories, but only two out of some twelve or more, are obtainable in English, "Ditte" and "Pelle." They are his most important works, except the recently completed "Stine," which invites comparison in scope and theme with "Ditte," and will possibly be added to the list of his English translations in due course. After the failure of the translator of the first volume of "Ditte" the second and third parts were entrusted to more skilled hands, and now the complete work bears the signature of no less than four translators, excluding the anonymous author of the English text of "Ditte, Girl Alive," the unhappy title of the first book of the trilogy.

Arthur Schnitzler's "Road to the Open" (Knopf) is described by the publisher as the



author's only "full length novel," and it is certainly his longest, most substantial and, in the opinion of some critics, his most serious work. It took him three years to write it, a longer time than he expended on any other of his books, and it is usually regarded as being in its main theme an autobiography of Arthur Schnitzler. It sets forth his views upon life and society, upon art and literature, upon men and women as none of his other works has done, and all his biographers regard this book as essential to an understanding of Schnitzler's position in the Austria of his time, in the Vienna which no longer exists, and of which he was for so long the brilliant and characteristic chronicler.

Last month I referred here to the curious and original work of the Swiss novelist, C. F. Ramuz, whose "Reign of the Evil One," is a recent addition to J. E. Spingarn's *European Library* (Harcourt). Ramuz has now achieved the triumph of being included in the new histories of contemporary French literature, where the highest praise is given to his contribution to French letters. This is interesting because France is inclined to look a little sniffishly at writers from the other French-speaking countries. Swiss, Belgian and French-Canadian authors must prove themselves beyond a doubt before French criticism will admit them. Then, as a rule, the fact that they are not French citizens is conveniently overlooked! Edouard Rod, the only important Swiss novelist before Ramuz in recent years to obtain a hearing in English—his books are still to be seen in the second-hand stores—reminded his French admirers of that fact when he refused to become a member of the French Academy because he would then have to renounce his Swiss citizenship.

Van Wyck Brooks has made himself responsible for the translation of a study of one great Swiss by another, "Jean Jacques Rousseau," by Henri Frédéric Amiel, which has just been issued by B. W. Huebsch. Both Rousseau and Amiel are examples of the literary "annexations" of France, for their Swiss nationality is invariably forgotten, altho it has left its imprint upon their work as certainly as upon that of C. F. Ramuz. Mrs. Humphry Ward translated Amiel's "Journal" many years ago, and that is all most English-speaking readers have ever heard of this self-tormented, interesting puritan. In France Amiel is far from being an obscure or forgotten figure. In fact, the definitive, complete text of his "Journal" is now in preparation, the text from which Mrs. Humphry Ward worked having been most incomplete. His estimate of Rousseau is a welcome addition to the by-ways of criticism.

An invaluable source of information to all

who are anxious to grapple with the newer forms of the European theater, as indicated in the plays of Pirandello, Georg Kaiser, or in the more conventional work of the Nobel Prize winner, Jacinto Benavente, and the other dramatists now being so widely played and discussed, is "The Drama of Transition" (Stewart & Kidd), by Isaac Goldberg. The author has made a thoro survey of the leading playwrights of the European Continent and South America. Other useful references to translated works will be found in *Our World*, Feb., "Italy in Books for Americans;" *The Dial*, Feb., "Pio Baroja;" *New York Times Review of Books*, 28 Jan., "Jacinto Benavente;" *International Book Review*, Jan., "Four Literary Events of the Year in Italy."

### An Uncorrected Galley

The next war ought to be a war to end war memoirs.—Foster Ware in the *New York Evening Post*.

### FIGURED UP

Crabshaw—What's the difference between the sex books that are suppressed and those that are allowed to be sold?

Penfield—About \$10.

### ALL TIME

"How long has it been since yuh read de Bible, nigger?"

"Lessee. Lemme figger. I ain't nevah read it atall. How long is 'at?"

—Nashville Tennessean.

### A LAMENT

I'll never be a travelling man; I hate a derby hat;

I can't abide those white silk hose and my neck's devoid of fat;

I refuse to wear all emblems, insurance or fraternal;

I do not get one whit of joy from pinochle games diurnal;

No near-pearl pin gleams forth from out my knitted black cravat;

I take no pride in telling how I've pinned buyers to the mat;

I do not dub the porter "George," nor call the waitress "Sister";

I do not start a sales talk with an emphatic "Listen, Mister!"

I have no favorite Sunday towns, to me they're all the same;

I don't keep up with Jim Jam Jems; my anecdotes are tame;

I can't regale the smoking car with the wild oats I have sowed;

I'm afraid I'm doomed to failure. I'm a misfit on the road!

R. A. M.

—The Conning Tower, N. Y. *World*.

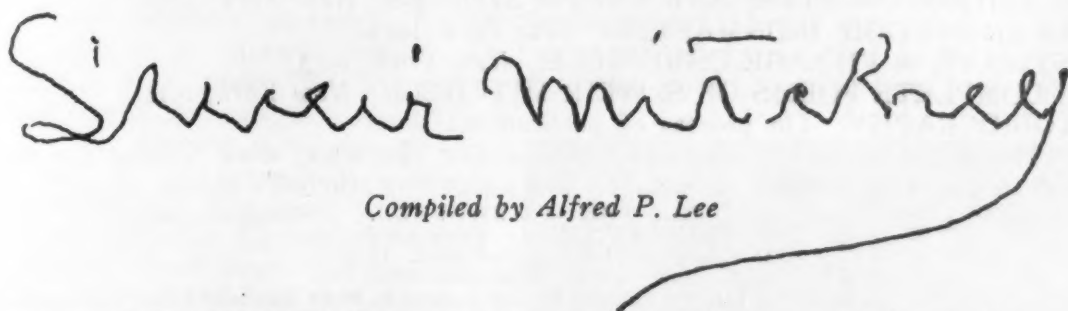
## AMERICAN FIRST EDITIONS

A Series of Bibliographic Check-Lists\*

Edited by Merle Johnson and Frederick M. Hopkins

Number 20.

S. (SILAS) WEIR MITCHELL, 1829-1914



Compiled by Alfred P. Lee

A SET of Dr. Mitchell's literary works comprises seventeen novels or tales, twelve volumes of poems, five of short stories, four for children's reading, four popular health books, a catalog, and an autobiography. Doubtless the most difficult items to procure are the large-paper "Fuz-Buz" and "Pearl." This list excludes, of course, the author's many contributions to medical and biological science. Neither is there any reference made to the many magazine stories and poems that have never been reprinted.

THE WONDERFUL STORIES OF FUZ-BUZ THE FLY AND MOTHER GRABEM THE SPIDER. *Philadelphia*, 1867.

Published anonymously. Large paper copies also exist.

HEPHZIBAH GUINNESS; THEE AND YOU; and A DRAFT ON THE BANK OF SPAIN. *Philadelphia*, 1880.

THE HILL OF STONES, AND OTHER POEMS. *Boston*, 1882.

IN WAR TIME. *Boston*, 1884.

ROLAND BLAKE. *Boston*, 1886.

A MASQUE, AND OTHER POEMS. *Boston*, 1887.

PRINCE LITTLE BOY AND OTHER TALES OUT OF FAIRY-LAND.

*Philadelphia*, 1888.

THE CUP OF YOUTH, AND OTHER POEMS. *Boston*, 1889.

FAR IN THE FOREST. A STORY. *Philadelphia*, 1889.

A PSALM OF DEATHS, AND OTHER POEMS. *Boston*, 1890.

CHARACTERISTICS. *New York*, 1892.

THE MOTHER, AND OTHER POEMS. *Boston*, 1893.

FRANCIS DRAKE A TRAGEDY OF THE SEA. *Boston*, 1893.

MR. KRIS KRINGLE, A CHRISTMAS TALE. *Philadelphia*, 1893.

WHEN ALL THE WOODS ARE GREEN. A NOVEL. *New York*, 1894.

A MADEIRA PARTY. *New York*, 1895.

PHILIP VERNON. *New York*, 1895.

THE COLLECTED POEMS OF S. WEIR MITCHELL. *New York*, 1896.

HUGH WYNNE, FREE QUAKER. TWO VOLUMES. *New York*, 1897.

60 copies, large paper, plates separate. The Continental Edition, 1900, has the twelve Howard Pyle plates newly made in photogravure. The regular first edition has only two plates—comes trimmed and untrimmed, top gilt—the latter probably correct.

THE ADVENTURE OF FRANÇOIS. *New York*, 1898.

THE AUTOBIOGRAPHY OF A QUACK; and THE CASE OF GEORGE DEDLOW. *New York*, 1900.

DR. NORTH AND HIS FRIENDS. *New York*, 1900.

THE WAGER, AND OTHER POEMS. *New York*, 1900.

CIRCUMSTANCE. *New York*, 1901.

LITTLE STORIES. *New York*, 1903.

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A COMEDY OF CONSCIENCE. *New York*, 1903.  
 NEW SAMARIA; and THE SUMMER OF ST. MARTIN. *Philadelphia*, 1904.  
 THE YOUTH OF WASHINGTON, TOLD IN THE FORM OF AN AUTOBIOGRAPHY.  
*New York*, 1904.  
 Large paper editions, 100 copies.  
 CONSTANCE TRESKOT. A NOVEL. *New York*, 1905.  
 A DIPLOMATIC ADVENTURE. *New York*, 1906.  
 PEARL. Rendered Into Modern English Verse. *New York*, 1906.  
 THE RED CITY. *New York*, 1908.  
 A VENTURE IN 1777. *Philadelphia*, 1908.  
 THE COMFORT OF THE HILLS, AND OTHER POEMS. *New York*, 1910.  
 THE GUILLOTINE CLUB, AND OTHER STORIES. *New York*, 1910.  
 JOHN SHERWOOD, IRONMASTER. *New York*, 1911.  
 WESTWAYS, A VILLAGE CHRONICLE. *New York*, 1913.  
 THE COMPLETE POEMS OF S. WEIR MITCHELL. *New York*, 1914.  
 AUTOBIOGRAPHY. (In process of publication.)

The following books, while of semi-scientific character, were written for the lay reader, so may very properly be included in a set of Dr. Mitchell's literary works:

WEAR AND TEAR, OR HINTS FOR THE OVERWORKED. *Philadelphia*, 1871.  
 FAT AND BLOOD: AND HOW TO MAKE THEM. *Philadelphia*, 1877.  
 NURSE AND PATIENT, AND CAMP CURE. *Philadelphia*, 1877.  
 DOCTOR AND PATIENT. *Philadelphia*, 1888. (Copyright 1887.)

Also there is "a catalogue of the scientific and literary work of S. Weir Mitchell" [*Philadelphia*, 1894]

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## The Four Winds of American Fiction

THE four main currents of American fiction are comparable to the four winds, according to Joseph Edgar Chamberlin in the *Boston Transcript* of November 22.

The winds that Mr. Chamberlin considers predominant, with occasional veerings, are these:

(1.) The north, or classic Puritan wind, cool and invigorating but sometimes chilly.

(2.) The east or Freudian-erotic wind, blowing originally from Europe and crossing some of the thickly settled districts of the East Sides of our cities.

(3.) The south or Foolish wind, bringing the great ruck of our light-hearted, frequently gay, sensational trifling "bully" stories.

(4.) The west or Wide-Spaces wind, now and then redolent of the round-up and the Bad Man, bringing the Golden Girl, and passing by way of the Middle West and its realisms.

The most outstanding writers in the first group, the foremost upholders of classicism, are Herman Melville, Hawthorne, and Howells. The classic tradition has not entirely disappeared, today such novelists as Mary Wilkins Freeman, Alice Brown, Edith Wharton and Dorothy Canfield show a decided tendency toward the classical manner. Joseph Chamberlin makes an interesting comparison of Howells' "The Rise of Silas Lapham" and Sinclair Lewis' "Babbitt." Both are stories of American business men, self-made and mediocre. But Howells was a classicist and a Puritan and Lewis a "Wide-Spaces" man with an implication of the Freudian. That means that Howells

was content to present Lapham and Bartley Hubbard more or less gently, softening their sharp corners.

The gale which is now blowing over the American continent comes from the east. Henry James started the tempest and it has become a veritable tornado. "Jurgen" is an example of the literary results of the storm. Joseph Hergesheimer attained a high position in the Freudian-erotic school with his "Three Black Pennies," and has added less powerful contributions with "Cytherea" and "The Bright Shawl."

The soft, warm south wind blows more steadily, if less fiercely than all the others. The books borne on this wind travel up and down in elevated and subway cars in front of the rapt faces of salesladies. The writers of these books are too numerous to mention but some of the most widely known are Edna Ferber, George Barr McCutcheon, Mary Roberts Rinehart, Samuel Merwin, Kathleen Norris, Gene Stratton-Porter and a few thousand others.

Lastly there is the west wind bringing the stories of Jack London and Stewart Edward White. This wind is, perhaps, essentially an American breeze and has given the world the "Wild-and-Wooly-West adventure story." When these novelists enthuse about "the clean wide-open spaces" and the beauty of the blizzard one notices the lasting effect of Rousseau and Chateaubriand.

Perhaps sometime some one will discover that mystical place where the four winds meet, and then will appear the "great American novel."



## English Book-Trade News

(From Our London Correspondent)

STANLEY PAUL, is in New York. Mr. Paul is, of course, head of Messrs. Stanley Paul & Company, who have been established many years. Mr. Paul served a long apprenticeship in publishing before he started on his own account, and he now directs a very important concern. J. H. Crocket, a director of Messrs. John Lane, Ltd., is also in New York. He will make an extended stay in America, and will go on to Canada. Mr. Crocket is a very shrewd Scotsman, and has had experience in every section of publishing. For many years, before Mr. Lane converted his business into a limited company, Mr. Crocket was his chief representative in London and the provinces. He has since visited many countries on the continent on behalf of his firm. Previous to joining Mr. Lane, which is now many years since, Mr. Crocket had had experience with a notable bookselling firm in Scotland. He is very greatly interested in the welfare of the publisher's and bookseller's assistant, being honorary secretary of the London Branch of that excellent organization, the National Book-Trade Provident Society. Mr. Crocket is also an active member of the management committee of the Parent Society, of which W. M. Meredith, son of George Meredith, and of Messrs. Constable & Company, Ltd., is the President.

What the modern schoolboy thinks about the poets is one of the revelations in a report by a committee of 80 members of the Incorporated Association of Assistant Masters in Secondary Schools.

"What is disliked," says the report, "is the sentimental ballad such as 'The May Queen,' and the Sunday school lyric of the 'We Are Seven' type." Wordsworth's and other "heavy" and "moralising" poems are also disapproved by the young critics.

It is not surprising to find that John Masefield's work appeals to their literary taste, altho one would imagine some of it to be unsuited to young students.

"Idylls of the Kings" and "Sohrab and Rustum," among narrative poems, are found attractive to most boys, while of poetry "pleasing to the ear," Swinburne and selections from Robert Browning, are appreciated.

Rupert Brooke, Wordsworth's nature poetry ("where he does not moralise too much"), portions of Tennyson and Milton ("altho the latter inspires awe rather than love"), meet with approval. Shelley, on the other hand, is found "too vague and misty."

Trade prospects for the spring are most promising. Publishers and booksellers are getting thru their annual stock-taking and balancing, and preparing the ground for a very active time during the next few months. Salesmen are already on the road, and while, perhaps, there are not going to be so many books published, the standard of those publications which are expected looks like a



STANLEY PAUL, WELL-KNOWN ENGLISH PUBLISHER WHO IS SPENDING A FEW WEEKS IN NEW YORK AT THE COLONY CLUB

very high one. Just how many of the notable memoirs, war and otherwise, are going to be ready for the autumn, it is not clear. It would probably be very wise to get some on the market before the fall; otherwise the public will be swamped, and sales will suffer. Great interest being shown in the announcement of Michael Sadleir's new novel, "Desolate Splendour." L. H. Myers, son of F. W. Myers who wrote "Human Personality," has written a novel entitled "The Orissers." It is certainly intellectual and masterly in style.

There is a strange atmosphere in it, difficult to define, and no one would suspect such a fine piece of writing of being a first novel. Yet it is, and the author has been engaged upon it for many years. Already, a week before its issue, the press is devoting considerable attention to it and recognizing that, for once, here is something which is "news." It is so hard to persuade the daily journal to admit that a book can have a "news" value. Looks as tho a "Why Not Books?" campaign is needed here.

Mr. W. L. George, in *The Sunday Chronicle*, puts Thomas Hardy, H. G. Wells, Arnold Bennett, John Galsworthy, Joseph Conrad, May Sinclair, Somerset Maugham, Hugh Walpole, Sheila Kaye-Smith, Rebecca West, J. D. Beresford, Clemence Dane, and Isaac Zangwill—all of them—above Scott, Dickens, or Thackeray as writers.

John Murray IV has just celebrated his jubilee as a publisher, having joined the historic house on January 1st, 1873. He was presented with a piece of silver plate by his staff on the occasion.

"The one book we have published of which I feel the honor most of all," he informed a newspaper representative, "is the 'Letters and Journals of Queen Victoria.' No private correspondence of any sovereign had ever been published before." The head of the House of Murray has always, for one hundred and fifty years, been a John, and the fifth John Murray, who was in the Royal Scots in the Great War, is associated with his father.

Messrs. Appleton carry on the good work, and headed a recent advertisement with "Why Not Books?" Some enterprising person has imported a number of the "Why Not Books?" sticker, and is using them to good advantage. There was a quarter-column reference in a recent *Times Literary Supplement* to the 1923 Year Round Bookselling plans.

Professor J. Arthur Thomson is an amazing worker. One rarely picks up a paper without finding in it one of his perfectly fascinating articles on some aspect of science. His "Outline of Science" is in great demand in volume form.

Guy Thorne, the author of that remarkable book, "When It Was Dark," has just died at the early age of forty-six. He had written twenty-five novels, but no one of them reached so great a sale as "When It Was Dark." We believe this passed the half-million mark in 1922.

Probably the most astonishing production by a novelist, whose name is comparatively new, was "Futility" by William Gerhardt, a novel depicting scenes following the revolution in Russia. It has received a great amount of appreciation from reviewers and the more intellectual reader.

That popular novel, Hull's "Sheik," still goes on merrily selling. Over 150,000 have already been sold here in its cheap form, and, from what the publishers, Messrs. Newnes, tell us, it will go on like this for months, judging from the reports of their travelers. When the film is produced, goodness only knows what the sales will be like.

We may expect further work this year from the author of "Pomp of Power" (a further similar volume), H. G. Wells (and a complete edition of his published works), the late Lord Bryce ("Memories of France"), Signor Giovanni ("Life of Christ"), Lloyd George (War Memories), "Mr. Duster" ("Seven Ages of Man"), Lord Birkenhead ("War"), Mr. Churchill (2—War and Life of Marlborough), Mr. Begbie, Mr. Asquith ("War"), on Clemenceau by his secretary, and D'Annunzio (Reminiscences).

Best Sellers in England:

Sir Philip Gibbs's "The Middle of the Road," Countess Barcynska's "Ships Come Home," Cyril Alington's "Mr. Evans: A Cricketo-Detective Story."

Vicente Blasco Ibañez's "The Mayflower."

Rafael Sabatini's "Captain Blood."

F. W. Thomas's "Extra Turns."

Savi's "Rulers of Men."

Ewart's "Way of Revelation."

H. Fletcher Moulton's "The Life of Lord Moulton."

Ex-Crown Prince William of Germany's "My War Experiences."

Mabell Countess of Airlie's "Lady Palmerston and Her Times."

Sidney Dark's "The Child's Book of England."

Royden's Political Christianity.

Weigan's Akhnaton.

## The Out-of-Door Book Corner

THE Specialized book department of the big New York sporting goods store of Abercrombie & Fitch Company has proved a very successful effort for them, and the department has been moved down from an upper floor to the mezzanine, where it catches the eye of everyone entering the door. The department carries an extremely full and well-assorted collection of books in every department of sport and issues a priced catalog in this field which has a general circulation. Many books that find only casual representation in a general bookstore are active sellers in this specialized shop. The departments give fine cooperation to the book manager, and books frequently appear in the window displays admirably tied up with different kinds of sporting goods. A special counter is kept just at the foot of the elevator, so that people standing there may realize that books have a place in a sporting goods store.



# The Virtue of Ignorance

By William J. Flynn

of John V. Sheehan & Co., Detroit

THE profession of bookselling has been subjected to much investigation in the past few years, and the flashlights of sundry earnest probers and experts have illumined its darkest and dustiest corners.irate individuals of both sexes have rushed violently into print, denouncing booksellers in general and their clerks in particular. The latter have been pronounced quite hopelessly ignorant, devoid it would seem, of even very average intelligence.

Remedies have, of course, been suggested to alleviate this lamentable condition; Binet tests to determine vocational fitness, compulsory college degrees, and—larger salaries! The latter suggestion, however, emanates obviously from a radical source, which, of course, debars it from further consideration.

*Confiteor!* I am a book clerk with rolling, and at times depressing vistas of "best sellers" stretching far into my past. Yet I have pulled down the windows of my soul upon this vulgar tumult, and have sedulously cultivated that attitude which the celebrated giantkiller, George Jean Nathan, pronounces most philosophically satisfying—to wit—supreme indifference. (This indifference applies to the discussion, boss, not to our customers.)

When I have looked around me at the alert and erudite ladies and gentlemen who uphold our calling in this thriving cosmopolis I have always felt that the originators of the aforesaid disagreeable statements had surely never come as far west as Detroit. We have not, it is true, lacked kind and able defenders outside of our ranks (may their libraries increase in value and first editions bestrew their declining years). But in that well-known contemporary review *The Bookman* there appears another form of defense, and this is the stone that has broken the glassy surface of my superb indifference. Therein two gentlemen and one lady, all apparently members of our illustrious guild, have undertaken to tell what the book clerk thinks of the customer! This is quite fatal and must be stopped at once. The articles in themselves are good, too good, and seem to refute very ably the unpleasant legend regarding our intelligence as a class. Unfortunately all three of them lay stress upon one particular point, the frequent ignorance of customers concerning our wares and their own wants.

Bless their hearts, of course they are ignorant of some things, and we hope they always will be. If everyone knew just what

book he or she wanted, we would all lose our jobs. Book stores would be conducted on the "Piggly-Wiggly" principle—every customer required to select and wrap his own books, with only the proprietor on hand at the exit to take the money. Think of shelves stacked with:

*"Morley Brand Essays"*

*Very Succulent Today 98c. or*

*"Deville Cabell—"*

*That Zippy Flavor—Special 79c.*

And signs advertising—

*"Fresh Hergesheimers Today"*

*Or "Choice English Walpoles Just In."*

"I can't go on, its too horrible.

A truce to this plea for customers who know exactly what they want—let us pray for more who don't know what they want, but who are at least willing to be guided by our suggestions. After all, one of the compensations (thank Heaven there are many) that our business offers is the ever present opportunity for discovering kindred spirits, people with whom we can share our old favorites and our new discoveries.

If all our customers are to be individually equipped with sets of the United States Catalog, if they are to subscribe to the PUBLISHERS' WEEKLY and devour the London *Mercury*, what will be left for us to tell them? Secure in the knowledge that they know as much as we do about books they will come to us with their minds fixed and unchangeable. Our subtle suggestions will fall upon ears tuned to other keys, and ringing with ghastly facts about publishers, editions and prices.

Away with those who would endow our dear customers with such absurdly useless facts and destroy their delightful naivete. Right gladly will I dance attendance upon five ladies who want "something in soft leather for a young man" if I may then have the pleasure of waiting on someone who has not read James Stephens's "Crock of Gold" and who is willing to try it on my word. I will hunt desperately for "a poem about a little orphan" if my reward come in the shape of a client with a sense of humor that can be matched with Huxley's "Crome Yellow." Most cheerfully will I bear with the young person who wants "a book with a warm cover" if I can persuade her in the end to take home



Chris Morleys' "Haunted Bookshop." And what one of us will not conscientiously bring forth "something with a moral" if we may later find a mellow soul that will rejoice in Anatole France's "Reine Pedauque." These pleasant contacts provide the spice in our quiet and virtuous lives. They leaven the harsh realities of dusting stock and marking text-books. What boots it if a few customers credit Benedict Arnold with the "Old Wives Tale" or feel sure that Scott Fitzgerald translated the *Rubáiyát*? It doesn't cause a ripple on our hardened faces. No a thousand times no! Let us be the living sacrifice, if one is necessary. Regiment us, send us to book-selling classes, scourge us with efficiency—but—spare *The Customer*. May his innocent trust in our intelligence remain unclouded, and may he (or she) never suffer therefrom.

### Advertising An Imprint

**A**N interesting advertising experiment made its appearance in the New York papers January 31st among the regular news pages, an 11-inch 3-column ad. devoted to emphasis on the Borzoi imprint. This proved to be the beginning of a series of advertisements that Mr. Knopf has had planned by Frank Irving Fletcher, a well-known writer of such special advertising copy as the Tecla Pearls. Mr. Fletcher's ad began with the heading, "*Never Lend Your Borzoi To A Friend!*" It encourages borrowing, robs the author, and is in restraint of trade, tho we personally have little cause to complain," etc.

### Export Prices From England

**A** LETTER printed in the *Clique* for January 20th, the widely circulated paper of the English second-hand book field, points out that the Associated Booksellers of Great Britain and Ireland take an active stand in the maintenance of prices, whether sold at home or sold abroad:

*To the Editor of THE CLIQUE.*

THE ASSOCIATED BOOKSELLERS OF GREAT  
BRITAIN & IRELAND

14, Paternoster Square, E. C. 4

Dear Sir,

I am continually receiving complaints from exporters that a London firm of booksellers is circularising their customers abroad offering to allow discount on books published at net prices. Permit me to point out that such practice is contrary to the conditions of the Net Book Agreement and any cases that are fully substantiated are liable to severe penalties.

I shall be glad to have particulars of any case in which the quotation has been made and trade has been lost in consequence of it.

I shall also be glad to have the help of any and everyone to discover the delinquent firm.

As this matter is of importance to the book-trade I ask the privilege of publicity in the columns of your journal.

Yours faithfully,

WALTER J. MAGENIS, Secretary.

### Germany to Pay Italy in Books

**I**TALY has agreed to accept as part of the reparations due her from Germany books and scientific publications to the value of 4,000,000 gold marks. Italy will furnish a list of her requirements. The gaps in the collections in her public libraries have been carefully cataloged, and it is these gaps that Germany will fill. Many valuable scientific works published before the war will be assigned to Italy's scientific institutions and museums.

### Dumas's Election Address

**I**T is little known, I think, that Alexander Dumas essayed to enter the Chamber of Deputies in 1848. His election address is probably unique, because it is the election address of a literary man written in terms of the book market. It has been dug up by a writer on *The London Evening Standard* and reprinted over here in the *New York Times*. Here it is:

TO THE WORKERS.

I come forward as a candidate; I ask for your votes; here are my qualifications:

Without counting six years of education, four years in a notary's office and seven years in the bureaucracy, I have worked ten hours a day for twenty years, in all 73,000 hours. During these twenty years I have written four hundred books and thirty-five plays.

The four hundred books, at four thousand to the edition and at the price of 5 francs the volume, have produced 11,853,600 francs, which have been shared by compositors, booksellers, illustrators, printers, etc., etc.

The thirty-five dramas, with an average of a hundred performances each, have produced 6,360,000 francs, which have been shared by the theatre directors, actors, decorators, etc.

Taking the daily average wage at 3 francs and counting three hundred working days in the year, my books have provided 692 people with wages for twenty years.

My plays have provided 347 people in Paris with a living in ten years.

To get at the figures for the province, multiply this by three—total 1,041. Add the *ouvreaux*, the *chefs de claue*, the cab drivers—70 people. Grand total, 1,458.

Plays and books have therefore together maintained in work 2,160 people.

This does not include the Belgian pirates and the foreign translators.

## The Blurb of Jackets

WHEN Gelett Burgess invented the word "blurb," he provided the book-trade and book reviewers with a very necessary tool of speech. The public and the reviewers are very watchful lest the publishers should make statements about books that seem to run too largely to superlative. When they find what they believe to be overstatements that slurring label, "blurb," is promptly attached.

Last fall, the Doran Company found that several reviewers were reviewing its jackets rather than its books. In one special case, a magazine devoted a column to the discussion of the jacket paragraphs of Rebecca West's new novel before getting to the book itself. With its usual promptness in new methods, the Doran publicity department sent out all its January books with a plain piece of manila wrapping paper. On the front were given the title, the author, date of publication and the price. On the back was an open letter to literary critics, explaining that, as jackets had been made for the service of the bookseller, who faced a multiplicity of new titles, and for the customer, but had not been intended for the critic, they were now being omitted. The novelty of the argument appealed to many critics, who have written to the publisher their comment but most of them are asking again for the return to the jackets as they give them a valuable introduction to the character of the book.

## Cooperation from Manufacturers

AN interesting example of trade cooperation is the advertisement of the Holliston Mills which appeared in the *International Book Review* of February. It showed a tie-up between its advertising and the Year Round Bookselling Plan, which it proposes to carry out thruout the year, thus making one other emphasis.

## Educational Book List

A LIST of the educational books of 1922, eighty-four titles in all, has been published by the Youngstown Public Library. Each item has a brief description of four to six lines, and there is a broad range of subject. By supplying the list to a number of other cities, there has been a saving in printing and in the cost of compilation.

## Women Booksellers Feb. 20th

Mary Austin is to be the guest of honor and speaker at the National Women's Booksellers Association on February 20th, at the National Arts Club. The annual dinner is to be on March 8th at the McAlpin.

## Current Clipping<sup>1</sup>

THE A. J. HOLMAN Co. has been granted a trade-mark on its "Jewel" Testament.

DOUBLEDAY PAGE will have a Coué volume within the next two months.

"IS COUE a Foe To Christianity" claims to discuss Couéism from a new angle. Frederick Moore is the publisher.

THE STATE PUBLISHING AGENCY of the Russian Soviet Government will publish the works of Sherwood Anderson for dissemination thruout Russia.

"YOUR COMMUNITY CAPITOL," by Congressman M. Clyde Kelly, has been taken over by McDevitt-Wilson, and the distribution of the book will in the future be handled by them exclusively.

"ARTHUR MACHEN—A BIBLIOGRAPHY" has just been published by Henry Danielson, London. In addition to full collations there is added to each item autobiographical and critical notes by Mr. Machen.

EDWARD N. TEALL, author of "Books and Folks" is editing book columns in the Worcester *Evening Gazette* under the rather suggestive title of "Midway From Author to Reader."

MRS. NELLIE BURGER MILLER has been appointed Poet Laureate of Colorado, succeeding the late Alice Hill. Two years ago John G. Neihardt was honored with a similar title by Nebraska.

THE THIRD PART of the Bibliographies of Woodrow Wilson is now ready, published by the Princeton University Library. This third part covering the period 1917-1921 completes the bibliographies.

WHEN ERNEST POOLE takes time off each afternoon from novel writing he devotes himself to the Foreign Press Service which sends out a digest of American news to foreign countries. It is their idea to "interpret America" not by boosting it in George F. Babbitt fashion, nor by abusing it in too radical a fashion but somewhere along a happier middle line. The service also acts as a literary agency for American and foreign writers, bringing the good things to this country and having them translated and sending our good things to the foreign countries. This is the particular end of the work to which Mr. Poole is devoting much of his time.



## Communications

THE PUBLISHERS' WEEKLY, November 25, 1922 issue, reprinted, under the heading "Some George Moore Memories," extracts from an article in the New York *Evening Post* concerning the difficulties Moore overcame when he published his first novel, "A Modern Lover." This statement was contained in the article:

"Smith's librarian, it is true, tried to hold out, saying that he would ban the book 'for a certain pre-Raphaelite nastiness that Mr. Moore cannot keep out of his writings.' This was deemed legally indefensible. 'But,' says Moore, 'instead of a lawyer I called in an accountant, who after checking the sales and reckoning the rebate . . . sent in a report that Smith had lost probably £1,500 by refusing to deal in 'Esther Waters.' It was after the publication of these figures that I had the satisfaction of hearing that the partners of the firm, while congratulating themselves on having escaped a mulct in damages, sent word to their librarian that it would be well in the future to avoid heavy losses by banning books, especially books that Mr. Gladstone was likely to read and express his approval of in the *Westminster Gazette*.'"

Apropos of this article the PUBLISHERS' WEEKLY received the following letter:

Strand House, London, W. C. 2  
15th December 1922.

Editor, PUBLISHERS' WEEKLY:

Our attention has been called to an extract in your journal, headed "Some George Moore Memories." The part which refers to this Firm is pure fiction. There is no truth whatever in the statement Mr. Moore makes with regard to the instructions which he alleges were issued by the Partners. We hope you will kindly find space for this contradiction. We have never been influenced in any way in deciding questions of this kind by any consideration of profit and loss.

Yours faithfully,

G. A. E. Marshall.  
W. H. SMITH & SON,

## Periodical Note

A NEW MAGAZINE, described as "the official organ of hundreds of better picture movements thruout America," is being published under the title *Better Pictures Magazine*. The offices are at 30 North Michigan Avenue, Chicago. One of the featured departments of the magazine is the Book Review Department. Its publishers feel that, since the magazine will enter thousands of the best homes in America, that their readers will be desirous of gaining more than a merely motion picture criticism service. The publishers believe better pictures can come from books and that their Book Review section is doubly valuable because of this connection.

*Arts and Decoration* has a new book department which began with the December number. It is conducted by Benjamin De Casseres.

## Join Now!

Every man or woman in the book business should become a member of the American Booksellers' Association and help make it the biggest and best Trade Organization in America.

The more we do for the betterment of the book business the more it will do for us.

If you are not a member it is your duty to join to-day. Write

STANLEY G. REMINGTON

CHARLES ST., BALTIMORE

*Chairman of Membership Committee of American Booksellers' Association.*

THE KALAMAZOO *Gazette* has started a book page in its Sunday issue, under the editorship of Charles A. Weissert. The first issue was an unusually interesting example of the possibilities of bringing out the news interest in books.

*The Children's Hour*, a monthly magazine for children, will be published at Boston by the G. & R. Saffron Company. The first issue will be dated April. "Every printed word" of the new publication, the editor says "will breathe sunshine and goodness."

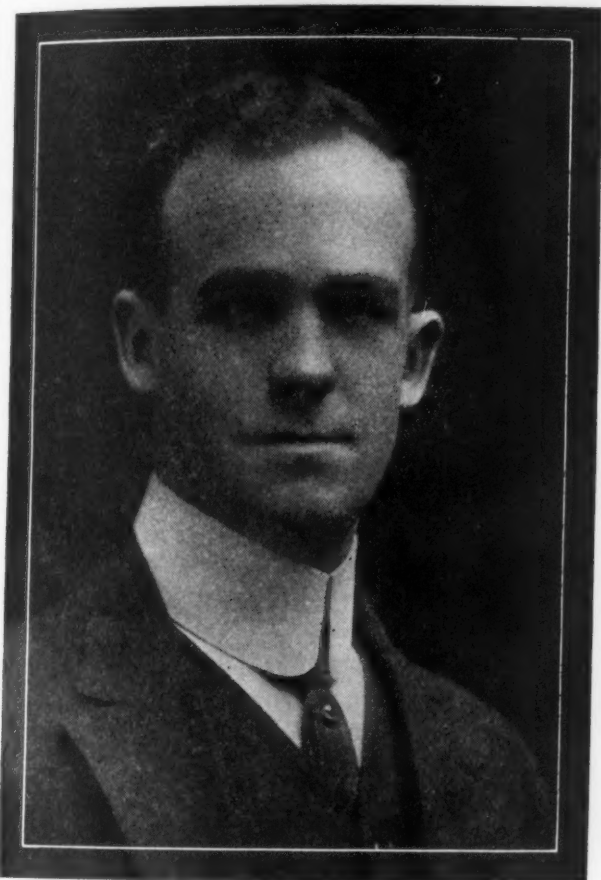
## Engraving Costs

IN printing in a January issue the increases in the cost of book-making in New York, it should have been mentioned that the new contract between the employing electrotypers and the union was for the same wage scale, \$59 minimum for 44 hours. Some changes were made in shop practices, one of which provides for an allowance of 4 apprentices in the finishing rooms where 15 or more finishers are employed. In the photo-engraving field, the Photo-Engravers' Board of Trade made a new contract for the continuance of the \$50 wage scale with 44 hours a week, with some changes in shop practices.



## Spring Lines of the Publishers and Some of the Men Who Will Show Them

INFORMATION FOR THE TRADE AS TO THE TERRITORY COVERED BY THE TRAVELERS OF WHOM IT HAS BEEN POSSIBLE TO COLLECT DATA, WITH SHORT SKETCHES OF SOME OF THEM AND A BRIEF DESCRIPTION OF THE NEW PUBLICATIONS CARRIED.



WILLIAM HALDANE

*President of the Brotherhood of Commercial Travelers*

*Representing Barse & Hopkins*

WILLIAM HALDANE joined the selling staff of Brase & Hopkins in January, 1912, after a schooling with Raphael Tuck & Sons. He is very popular in the fraternity, whose appreciation was shown in his election to the post of chairman, of the B. C. T. for 1923.

### The Abingdon Press

#### Travelers:

- RICHARD G. FARRELL (New York and vicinity.)  
 A. L. BETTS (New England.)  
 FRED M. HARRIS (Atlantic Coast, except New York and New England.)  
 HAROLD J. NORTHCOTTE (Chicago, Central West, Southwest, and Northwest.)  
 HARRY F. KEISER (Michigan, Ohio and Indiana.)  
 MRS. BERT BETTS (California.)  
 JOHN J. RITT (Kentucky, Tennessee, Alabama, Louisiana, Georgia, and Mississippi.)  
 J. J. BAUER (Oregon, Washington and Idaho.)  
 The Abingdon Press heads its spring list with

"Skylines," a volume of essays by Halford E. Luccock; another volume of essays, which takes its title from the initial chapter, "A Pot of Gold," by George Clarke Peck; a volume of sermons, each preceded by a prayer, by Bishop William A. Quayle; two books for recreational leaders: "The Church at Play," by Norman E. Richardson and "A Handbook of Games and Programs for Church, School and Home," by William Ralph LaPorte, who is director of the Department of Physical Education, University of Southern California.

### American Baptist Publication Society

#### Travelers:

PARKER C. PALMER (North, East, South and Middle West.)

The American Baptist Publication Society will feature this spring "What Jesus Taught" by Milton G. Evans; "God's Will and Our Life" by Charles A. Cook; and Albert H. Gage's "Evangelism of Youth."

### D. Appleton & Co.

#### Travelers:

EMIL HEIKEL (large cities of the Middle West and the Pacific Coast.)

LEON WELKER (all of the South, part of Middle West.)

GEO. H. QUACKENBUSH (New England, New York State, Pennsylvania and part of Middle West.)

B. F. CURRAN (Boston, Philadelphia, New York City.)

F. A. CLINCH, sales manager (Canada.)

Heading the Appleton spring list is "Faint Perfume" by Zona Gale. Other titles include "The Public Square" by Will Levington Comfort, "Corduroy" by Ruth Comfort Mitchell, "The Tree of the Garden" by Edward C. Booth. Dr. G. Stanley Hall's Autobiography, Vachel Lindsay's book of drawings accompanied by poems and a novel book on China, "Swinging Lanterns," are leaders on the general list. Appleton has six books of fiction and description devoted to the sea. The list also contains many books on business subjects.

#### FICTION

Blind Cupid. Josephine Daskam Bacon.  
 Three Tree of the Garden. Edward C. Booth.  
 The Public Square. Will Levington Comfort.  
 The Song of the Dragon. John Taintor Foote.  
 Faint Perfume. Zona Gale.  
 The Cruise of the Jasper B. Don Marquis.

Corduroy, Ruth Comfort Mitchell.  
 The Ground Swell, Alfred B. Stanford.  
 The Wake of the Setting Sun, William Averill Stowell.  
 David Harum, Edward Noyes Westcott.  
 Cap Fallon, Fire Fighter, John A. Moroso.

## NON-FICTION

The Ideals of Theodore Roosevelt, Edward H. Cotton.  
 Autobiography, G. Stanley Hall.  
 Going to the Sun, Vachel Lindsay.  
 Swinging Lanterns, Elizabeth Crump Enders.  
 Narratives in Verse, Ruth Comfort Mitchell.  
 The Art of the Prima Donna, Frederick H. Martens.  
 English Words and Their Background, George H. McKnight.  
 The Field of Philosophy, Joseph A. Leighton.  
 Writing to Sell, Edwin Wildman.  
 The Making of an Executive, A. Hamilton Church.  
 Advertising for the Retailer, Lloyd Dallas Herrold.  
 The Jolly Tinker, Frank M. Rich.



HAROLD J. NORTHCOTT

Representing the Abingdon Press

HAROLD J. NORTHCOTT has been with the Abingdon Press since 1912. He served with credit in the World War, and on his return went on the road with the Abingdon line in the middle west, where he has made a host of friends as well as a growing market for the publications of his house.

## Atlantic Monthly Press

## Travelers:

JAMES L. CROWDER (Chicago and Middle West.)  
 ELBERT B. DUNCAN (New England, New York City, Washington, Philadelphia and Baltimore.)  
 HUGH S. ELLIOTT (Western Coast.)  
 JOE M. HERREN (Atlantic Text Books.)

The Atlantic Monthly Press is featuring the following spring publications; "Dr. Johnson," a play illustrating four scenes in the life of Johnson, by A. Edward Newton; "America of Yesterday," as reflected in the journal of John Davis Long, by Lawrence S. Mayo; Lucy Fur-

man's "The Quare Woman," a story of the Kentucky mountaineers; "Variety in the Little Garden" by Mrs. Francis King; and Margaret Prescott Montague's "Deep Channel," a novel of spiritual growth thru a defiance of conventions.

## The Baker &amp; Taylor Co.

## Travelers:

GEORGE F. RITTENHOUSE.  
 WILLIAM S. MCKEACHIE  
 RICHARD MENDEL.  
 HARRY HASS.  
 PETER BARTHELENGHI.  
 LESTER EGAN.  
 CORLANDT FITZSIMMONS.

## Barse &amp; Hopkins

## Travelers:

WILLIAM J. BARSE (New York City, Philadelphia and all principal cities of the East.)  
 JOHN H. HOPKINS (New York Central towns in New York State, Toronto, and Montreal; New York City and all principal cities of the West.)  
 WILLIAM HALDANE (The entire South, Pennsylvania and New York with the exception of New York Central and Hudson River Towns.)  
 WATSON M. FRENCH (Eastern Canada, west to but not including Winnipeg; Michigan; Wisconsin; Montana; South Dakota; Iowa; Oklahoma; Missouri; Nebraska; Kansas.)  
 IRVING G. HOPKINS (New York City and Brooklyn; Hudson River Towns in New York; New Jersey and New England states.)  
 MICHAEL MILL (Eastern Canada.)  
 HORACE H. BARSE.

Barse & Hopkins announce a new series of books for boys entitled "The Camp Fire Boys" and a new series for little girls called the "Elizabeth Ann" series. An important addition to the "Famous Americans for Young Readers" series is "The Story of Theodore Roosevelt." Other new titles are "The Grateful Fairy," "The Sociable Sand Witch," "The Corner House Girls Solve a Mystery," "Adventures of Elizabeth Ann," "Elizabeth Ann at Maple Springs," "Sons of Old Eli," and "Lego Lamb, Southpaw."

## P. Blakiston's Sons Co.

P. Blakiston's Son & Co. are publishing this spring twenty-three new books for the physician. The most important ones are "Practice of Medicine" by Hughes; Taylor's "Practice of Medicine;" Lovett's "Lateral Curvature of Spine" and Greene's "Medical Diagnosis." These have all been issued in revised and enlarged editions.



# The Bobbs-Merrill Co.

## Travelers:

- H. S. BAKER (New York, Philadelphia, Boston.)  
H. T. OLSEN (Chicago, Middle West, New England.)  
HUGH S. ELLIOTT (Pacific Coast.)

The spring leaders of the Bobbs-Merrill Co. are: "The Pointed Tower," a detective story laid in Paris, by Vance Thompson; Sidney Herschel Small's "The Lord of Thundergate," the story of a young American engineer in Japan; "In the Saddle of the Hills;" Ethel Hueston's "Merry O," a story of a girl who starts a bookshop in a Ford; and Nathaniel W. Stephenson's "Lincoln."

## FICTION

- The Pointed Tower. Vance Thompson.  
The Lord of Thundergate. Sidney Herschel Small.  
Going Together. Louise Dutton.  
In the Saddle of the Hills.  
Merry O. Ethel Hueston.  
Pay Gravel. Hugh Pendexter.  
An Heir At Large. John T. McCutcheon.  
Phantom Wires. Arthur Stringer.

## GENERAL

- The Leadership of Congress. George Rothwell Brown.  
Lincoln. Nathaniel W. Stephenson.  
Sun Hunting. Kenneth L. Roberts.

# Boni & Liveright

## Travelers:

- J. L. CROWDER (Middle West.)  
DESMOND FITZGERALD (Coast.)  
JULIAN MESSNER (East.)  
FRANK COOMBS (South)  
RICHARD L. SIMON (East.)

Boni & Liveright will publish this spring a new and complete edition of Theodore Dreiser's "The Genius," originally published in 1915 but withdrawn by its publishers for fear it would be prosecuted by the Vice Society. Gertrude Atherton's first novel since Boni & Liveright became her publishers is also published this spring. They have also published a new volume by the remarkable immigrant girl who became, after a brief sojourn here, an acknowledged master of the American short story. The new volume is "Salome of the Tenements." Rose Macaulay's new novel, "Mystery at Geneva" is a satirical study of the peace conference. A novel by Edna St. Vincent Millay is good news as there is scarcely a more watched literary figure in America today. John Macy's "The Story of the World's Literature" is a new and welcome addition to the "outlines."

## FICTION

- The Genius. By Theodore Dreiser.  
Black Oxen. By Gertrude Atherton.  
Salome of the Tenements. By Anzia Yezierska.  
Mystery at Geneva. By Rose Macaulay.  
The Holy Tree. By Cerald O'Donovan.  
The Road to Calvary. By Alexey Tolstoy.  
Jessup. By Newton Fuessle.  
Hardgut. By Edna St. Vincent Millay.  
Murdo. By Konrad Bercovici.

## NON-FICTION

- Have You An Educated Heart? By Gelett Burgess.  
Main Currents of Nineteenth Century Literature. By George Brandes.  
Waldo Frank: A study. By Gorham B. Munson.  
These United States.  
The Story of the World's Literature. By John Macy.  
A Plea For Monogamy. By Wilfred Lay.  
My Thirty Years of Baseball. By John McGraw.  
The One Hundred And One Harlequins. By Sacheverell Sitwell.  
Déclasse and other plays. By Zoe Akins.  
Rain. Play adapted from Somerset Maugham's short story.  
The Golden Calf. By Frances Hackett.  
In the Court of Public Opinion. By Edward L. Bernays.



H. H. BARSE

Representing Barse & Hopkins

H. H. BARSE, son of his famous dad, is not going to be overshadowed by senior's popularity, nor live on reflected reputation. Eight years ago he started right in to learn the business, mastering its many details and gradually taking over much work from the head of the house. This schooling also included a little traveling, and very soon Junior expects to see more of the "road" and thus become the worthy son of his successful father.

# Milton Bradley Co.

## Travelers:

- FRED SPALDING (New England).  
C. S. PAGE (New England).  
W. L. CUMMINGS (New England).  
FRED IMHOFF (New York City and vicinity).  
WILLIAM A. MCINNIS (New York City).  
H. T. POWERS (New York City).  
GEORGE BRADY (Western Pennsylvania).  
CHARLES MELVIN (Eastern Pennsylvania, New Jersey, Delaware, Maryland).  
FRANK AUSTIN (Ohio).  
A. LAURIE (Ohio).  
WILLIAM CONNOR (Virginia, West Virginia, District of Columbia, Ohio).



H. J. McNEIL (Chicago).  
 F. J. SLEEPER (Washington, Oregon, Montana, Idaho).  
 GEORGE CAPELLER (Indiana, Illinois, Iowa).  
 KENNETH A. PRESCOTT (Nebraska, Montana, South Dakota).  
 K. SCHUMOELER (Minnesota, Wisconsin).  
 HARRY E. NOTT (Michigan, Indiana, Kentucky).  
 E. DOWNING (Pennsylvania).  
 J. ROBERTS (Kansas, Indiana).  
 ALBERT FLOYD (Southeast Atlantic States).  
 L. VAN NOSTRAND (San Francisco, Pacific Coast).

#### Brentano's

##### Travelers:

JOHN T. WITSIL (New York City, Boston, Philadelphia, Baltimore, and Washington.)  
 JAMES L. CROWDER (Middle West and West.)  
 FRANK A. COOMBS (New England, Pacific Coast and South.)

Brentano's preliminary spring list includes a first English translation of Marcel Prevost's "Les Don Juanes," a novel by Arthur D. Howden Smith; "Moscow Art Theatre Plays;" and "Leon Bakst, His Life and Art."

##### FICTION

Beyond the Sunset. Arthur D. Howden Smith.  
 Dr. Heraclius Glöss. Guy de Maupassant.  
 Les Don Juanes. Marcel Prevost.  
 The Puppet Show. Maurice Armstrong.  
 Beg O' The Upland. Michael Lewis.

##### NON-FICTION

Moscow Art Theatre Plays. Edited by Oliver M. Saylor.  
 The Wheel of Life. James Bernard Fagan.  
 British Drama League Plays.  
 Hilda. Frances Gibbs Keith.  
 Eight More Harvard Poets. Edited by Robert Hillyer and S. Foster Damon.  
 Leon Bakst, His Life and Art.  
 Masterpieces of Oriental Rugs. Werner Grote-Halsenbalg.

#### B. J. Brimmer Co.

##### Travelers:

GEORGE HENRY (Eastern Territory)  
 H. D. CAREW (Pacific Coast Territory.)

The Spring List of the B. J. Brimmer Company includes the first book written on the history and development of lighting devices in "Colonial Lighting" by Arthur H. Hayward; "Edward Loomis Davenport," a biography of the famous American actor by Edwin Francis Edgett; "Side-Lights on Negro Soldiers" by Charles H. Williams, account of the Negro soldier training camps and over seas; "The Coming Forth by Day," a collection of hymns of ancient Egypt; by Robert Silliman Hillyer, whose fourth book of poems, "The Hills Give Promise," is also to be published; three books of verse announced are, "The Carrying of the Ghost" by Nelson Antrim Crawford, "Windows in Dragon Town" by John Oscar Beck, and "The Poems of Lucile du Pré;" "Some Pierrots

Come From Behind the Moon," written and illustrated by Dwight Taylor, is a commentary on English authors and artists of the Eighteen Nineties. The fiction includes "Gentlemen All and Merry Companions" by Ralph Bergengren; and "The Funny House" by Louise Hubert Guyol; "It's Your Fairy Tale, You Know" by Elizabeth Rhodes Jackson, a modern fairy tale interwoven with the historical facts of Boston, written for young readers.

#### Nicholas L. Brown

##### Travelers:

NICHOLAS L. BROWN.  
 F. J. SLOANE.  
 W. C. BELL (Canada.)

Among the important books of the coming season under the imprint of Nicholas L. Brown will be: Georg Brandes' "Wolfgang Goethe" in two volumes, translated from the Danish by Allen W. Porterfield; "Paul Cezanne," the life and art of the great French painter by Ambroise Vollard, translated from the French by Harold L. Van Doren; "Sulamith," a prose poem of antiquity, by Alexander Kuprin; "The Quest of the Fire" by J. H. Rosny Ainé; "Gambirinus and Other Stories," by Alexander Kuprin (volume V of the Sea Gull Library); "Adventuring in New York," a super guide book for New Yorkers and visitors, by J. George Frederick; "Eating Without Fears," by G. F. Scotson-Clark; "2 X 2=5," by Gustav Wied, translated from the Danish by Ernest Boyd and Holger Koppel.

#### A. L. Burt Co.

##### Travelers:

E. F. BURT (New York City, Brooklyn and Newark.)  
 JOHN M. BURT (New York City, Brooklyn and Long Island.)  
 THEODORE A. JASPER (Chicago, Pittsburgh and large cities of the Middle West.)  
 CHARLES B. STEELE (South and Pacific Coast.)  
 JOHN C. VOSE (New England, Philadelphia, Baltimore and Washington.)  
 CLARENCE E. JORDAN (West and Northwest except Pacific Coast.)  
 JAMES L. ROBERTS (Pennsylvania and New Jersey.)  
 R. U. CARRUTHERS (Southwest.)  
 JOHN R. HATFIELD (Ohio, Indiana, Illinois and West Virginia.)  
 F. T. J. NUNAN (Territory covered by New York Central and Lake Shore Railroads and upper Michigan.)  
 JOHN T. ELLINGWOOD (Southern States east of L. & N. Railroad.)  
 GEORGE J. McLEOD, LTD. (Canadian Agents.)  
 The A. L. Burt Co. spring list of reprints

includes many popular titles. Some of the more prominent are:

King of the Khyber Rifles. Talbot Mundy.  
The Winds of the World. Talbot Mundy.  
To Him That Hath. Ralph Connor.  
Jacob's Ladder. E. Phillips Oppenheim.  
What's The World Coming To? Rupert Hughes.  
Mr. Wu. Louise Jordan Miln.  
This Side of Paradise. F. Scott Fitzgerald.  
The Yellow Horde. Hal G. Evarts.  
Beauty. Rupert Hughes.  
Sisters-In-Law. Gertrude Atherton.  
Quill's Window. George Barr McCutcheon.  
Sweet Stranger. Berta Ruck.  
The Great Pearl Secret. C. N. and A. M. Williamson.  
Ashes To Ashes. Isabel Ostrander.

#### Century Co.

##### Travelers:

GEORGE L. WHEELOCK.  
JOHN A. BELL (East, Middle West.)  
FREDERICK W. OWEN (special representative on the Coast and West of Denver.)

The Century Company offers among its spring books: "My Lady's Bargain" by a young Englishwoman, a story of the time of Cromwell; a first novel by the poet, Cale Young Rice, "Youth's Way;" "Career," a novel of diplomatic life in the Near East by an Englishwoman Dorothy Kennard; and the latest novel by the author of "The Great Hunger," "The Last of the Vikings;" "American Nerves and the Secret of Suggestion" by Anne Sturges Duryea; "After Death" the third volume in the trilogy by Camille Flammarion; "Understanding Italy" by Clayton Sedgwick Cooper, an account of the thrilling happenings in Italy.

##### FICTION

My Lady's Bargain. By Elizabeth Hope.  
The Convalescents. By Charles F. Nirdlinger.  
Youth's Way. By Cale Young Rice.  
Career. By Dorothy Kennard.  
The Last of the Vikings. By Johan Bojer.

##### NON-FICTION

Non-Violent Coercion. By Clarence M. Case.  
American Nerves and the Secret of Suggestion. By Anne Sturges Duryea.  
In the Wake of the Buccaneers. By A. Hyatt Verrill.  
After Death. By Camille Flammarion.  
Men of the Inner Jungle. By W. F. Alder.  
Ambling Trough Acadia. By Charles Hanson Towne.  
By Camel and Car To the Peacock Throne. By E. Alexander Powell.  
The Social Revolution in Mexico. By Edward Alsworth Ross.  
Understanding Italy. By Clayton Sedgwick Cooper.  
JUVENILE  
The Workshop of the Mind. By Hallam Hawksworth.

#### Edward J. Clode

##### Travelers:

G. H. JOHNSON (Principal cities.)  
MR. FRANK COOMBS (Coast and South.)

Edward J. Clode's spring leaders are a new detective story by Louis Tracy, "The Pelham Affair" and "The Red Marshal" by Gordon Casserly.

#### Congregational Publishing Society

##### Travelers:

HUGH ELLIOTT (Pacific Coast, Middle West, South West).

MR. KENDALL (W. A. Wilde Co.); New England, New York, Pennsylvania, Canada, the South.

The Congregational Publishing Society announces for spring publication the following works:

The Junior Citizen. Joyce Constance Manuel.  
The Dramatic Instinct in Religious Education. Thomas Galloway.  
Programs for Teachers' Conferences. Hazel A. Lewis.  
The Shining Highway. Rev. E. G. Miles.  
Creative Prayer. E. Herman.  
Religious Thought in the Greater American Poets. Elmer J. Bailey.

#### Cosmopolitan Book Corporation

##### Travelers:

LEON B. ARCHER.  
J. J. BELL.  
H. C. KINSEY.  
JAMES V. MALLOY.  
COPP CLARK COMPANY, LTD., Toronto (Sole Canadian agents.)  
HARRY M. SNYDER (The Orient.)

The Cosmopolitan Book Corporation will publish this spring "Man's Country," by Peter Clark Macfarlane, the story of a love of which business was jealous, the development of the Detroit automobile industry furnishing the background; "Under A Thousand Eyes," by Florence Bingham Livingston, the whole story about Main Street; "So This is Golf" by Harry Leon Wilson, a satire on golf.

#### Thomas Y. Crowell Co.

##### Travelers:

GEORGE R. HOBBY (New York City, Philadelphia, Chicago, Buffalo, Detroit, Rochester, and Pacific Coast.)  
FRANK C. DIXON (New England, New York State, Toronto, Montreal, Baltimore, Washington, St. Louis and the South.)  
ERNEST J. BRUCE (Pennsylvania, New Jersey, Middle States, St. Paul and Minneapolis.)

The spring list of the Crowell Co. includes titles of books on health, economics, self development and business. Some of the leaders are "Highways and Highway Transportation" by George R. Chatburn; "Crowell's Dictionary of Business and Finance;" and A. Frederick Collins's "Radio Amateur's Handbook."

##### FICTION

The Emperor's Old Clothes. Frank Heller.

##### NON-FICTION

Girls Who Became Great.  
Heroes of the Farthest North and Farthest South. J. K. Maclean.  
Making Yourself. Orison Swett Marden.  
Specimens of Biblical Literature. James Muilenburg.  
Common Sense in Business. Harold Whitehead.  
Man and Culture. Clark Wissler.

#### The Cupples & Leon Co.

##### Travelers:

WALTER G. DEWITT (New York City.)  
M. F. GALLON (Large cities, South and New England.)



C. W. WALLACE (Middle West and New York State.)

GEORGE ROSS (Middle West, South, part of Pennsylvania and Ohio.)

H. M. CALDWELL (Pacific Coast.)

The Cupples & Leon Co. announces for spring publication two new juveniles, "Baseball Joe Saving the League" by Lester Chadwick and "Ruth Fielding Treasure Hunting" by Alice B. Emerson. There will also be a new series of girls' books by Agnes Miller.

#### Dodd, Mead & Co.

##### Travelers:

HOWARD C. LEWIS (Sales manager; Boston and Philadelphia.)

J. RUSSELL LEWIS (New England, Chicago and large Mid-western cities, New York.)

RAYMOND T. BOND (Pacific Coast and South-west.)

GEORGE W. JONES, JR. (South and smaller Mid-western cities.)

E. Barington has written a theatrical story of 1728. W. B. Maxwell tells of a marriage between an elderly man and a young girl in his new novel, "The Guarded Flame." There is also a new novel by Lucas Malet and one by Archibald Marshall and two mystery stories by Charles J. Dutton and Anna Katharine Green.

The John Lane list, now part of the Dodd, Mead list, includes a half dozen novels, a new volume by Anatole France and several critical and poetical works.

##### FICTION

The Chaste Diana. E. Barrington.  
The Shadow On the Glass. Charles J. Dutton.  
The Step On the Stair. Anna Katharine Green.  
Fury. Edmund Golding.  
Anthony John. Jerome K. Jerome.  
The Survivors. Lucas Malet.  
The Clinton Twins. Archibald Marshall.  
The Guarded Flame. W. B. Maxwell.  
Island Of Sanctuary. Arthur J. Rees.  
Regina. Hermann Sudermann.  
At the Sign of the Reine Pedauque. Anatole France.  
The Wolfers. Frederick Niven.  
The Flight. Muriel Hine.

##### GENERAL

A Woman Tenderfoot in Egypt. Grace Thompson Seton.  
Coué's Method For the Child. Gertrude Mayo.  
Christianity and Autosuggestion. C. Harry Brooks.  
The Advance of the American Short Story. Edward J. O'Brien.  
Modern French Artists. Jan Gordan.  
A Hundred Poems. Sir William Watson.  
The Hound Of Heaven. Francis Thompson.  
The Handling of Words. Vernon Lee.

#### Dodge Publishing Co.

##### Travelers:

W. E. O'KANE (Chicago and the larger towns, Pittsburgh to Omaha, Minneapolis to St. Louis).

S. L. DORSEY (The South, New York State, Boston, and other New England towns).

WM. P. GLENNEY (The Pacific Coast, all important towns west of El Paso, Denver and Butte; and Pennsylvania and New York City).

LOUIS SOLOMON (Canada, smaller towns, Eastern states including Metropolitan district).

#### M. A. Donohue & Co.

##### Travelers:

ANDREW HAMMING (New York City, Eastern States.)

S. S. DIAMOND.

R. J. FOSS (East.)

TOM ALLEN (Canada.)

J. M. McLEAN (Canada.)

E. F. BOEDECKER (Pacific Coast and Middle West.)

N. RAUCH (South East.)

H. M. NEMOEDE (South West.)

M. A. Donohue & Co. are featuring among their spring publications 56 new juvenile books in colors, four new numbers of its *Paint Book Series* and two new series of girls' books.

#### George H. Doran Co.

##### Travelers:

J. W. CORRIGAN (New York, Boston, Philadelphia.)

H. R. DRAKE (Chicago and the Pacific Coast.)

R. N. HAYS (Large cities of Middle West.)

E. H. ZIEGLER (New York State and New England.)

WILLIAM A. BRITTON (South, smaller cities of the Middle West.)

C. M. ROE (Religious literature.)

The spring list of the George H. Doran Co. contains three books by Arnold Bennett and three by V. Sackville-West. The Bennett books are "How To Make the Best of Life," "Things That Have Interested Me: Second Series" and "Body and Soul," a comedy in four acts. The new works by Miss Sackville-West are "Knole and the Sackvilles," a history of an English family, "The Heir and other stories," and "Challenge," a novel combining color and exotic setting with simplicity in character development. In the fiction list there are also Sir Philip Gibbs's "The Middle of the Road," a story of the difficulties of English life in the 1920's; "The Victim and The Worm," two satirical stories of America today, by Phillis Bottome; Grant Overton's novel of New York, "Island of the Innocent"; and a new work by Robert W. Chambers. In the general list, a biography, "Lord Northcliffe," by Max Pemberton; "Singles and Doubles," by W. T. Tilden; a critical review, "The Poetry of E. A. Robinson," by L. R. Morris; and "Stickfuls," newspaper reminiscences, by Irwin S. Cobb, are a few of the most promising.

##### FICTION

The Middle of the Road. Sir Philip Gibbs.  
Miss Mapp. E. F. Benson.  
Mostly Sally. P. G. Wodehouse.  
The Heir and other Stories. V. Sackville-West.  
The Victim and the Worm. Phyllis Bottome.  
Challenge. V. Sackville-West.



Soliloquy. Stephen McKenna.  
 Island of the Innocent. Grant Overton.  
 A Pocketful of Poses. Anne Parrish.  
 The Talkers. Robert W. Chambers.  
 Say It With Oil. Ring W. Lardner.

## GENERAL

Mr. Lloyd George. E. T. Raymond.  
 Knole and the Sackvilles. V. Sackville-West.  
 Points of View. Viscount Birkenhead.  
 How To Make the Best Of Life. Arnold Bennett.  
 Lord Northcliffe: A Memoir. Max Pemberton.  
 The Life of Sir Arthur Pearson. Sidney Dark.  
 Books Reviewed. J. C. Squire.  
 Stickfuls. Irvin S. Cobb.  
 Things That Have Interested Me: second series.  
 Arnold Bennett.  
 Singles and Doubles. W. T. Tilden, 2nd.  
 The Poetry of Edwin Arlington Robinson. Lloyd R. Morris.  
 Body and Soul. Arnold Bennett.  
 Black Armor. Elinor Wylie.  
 Hunting a Hair Shirt and Other Spiritual Adventures.  
 Aline Kilmer.

## Dorrance &amp; Co., Inc.

## Travelers:

FRANCIS J. SLOANE.  
 W. H. DORRANCE.  
 CATHERINE R. THOMPSON.

Dorrance & Co. announce as spring leaders "The Economic Pinch," by Hon. C. A. Lindbergh, "father" of the Congressional Money Trust Investigation; "Rainbow Bright," the war story of the Rainbow Division, by Lawrence O. Stewart, who appears as both author and artist; "Windows of Gold," the newest book of verse of Dr. Edwin Leibfreed; "Trail O'Spring," the poems and fantasies of a young Nebraskan. Eugene Konecky; and some juveniles "The Genial Sultan," by Harriet Maxon Thayer, illustrated by Mrs. Durand, and Lilian Sue Keech's "Tommykins' Adventures," decorated with the color work of Virginia Albert.

## Doubleday, Page &amp; Co.

## Travelers:

F. C. HENRY (Sales manager, trade dept.)  
 J. J. SMITH (Pacific Coast and large cities of the Middle West.)  
 W. P. GOUBEAUD (Washington, Baltimore and the South.)  
 G. V. SEIFFERT (New York, Boston and Philadelphia.)  
 J. W. McCAY (East and West North Central States.)  
 W. T. HOPKINS (New England and Middle Atlantic States.)  
 J. B. POST (New York City salesman.)

The Doubleday, Page spring list contains titles of new works by Franklin P. Adams, Joseph Conrad, "Elizabeth," H. Rider Haggard, Harold MacGrath, Thomas L. Masson, Christopher Morley, Julian Street, Booth Tarkington, Louis Untermeyer, Henry Van Dyke and Harry Leon Wilson. Some of the new non-fiction leaders are "The Advertising Year Book for 1922" by Noble T. Praigg; "The Book of Building and Interior Decorating" by Reginald T.

Townsend; a book on government and taxation by Charles Norman Fay; and Sir Basil Thomson's account of his eight year's experiences as head of Scotland Yard.



ROSALIE NIXON

Manager, The Paul Morphy Book Shop

ROSALIE NIXON opened her shop in October, 1921, and her second year in business registers satisfaction. Not so very long ago she was a special feature writer on the leading afternoon paper in New Orleans, and when the war came she did Red Cross work in France. Selecting an historic spot and a famous name for her shop she made the plunge that bids fair to make her place famous in the future history of bookselling in the South West.

## FICTION

The Fascinating Stranger and Other Stories. Booth Tarkington.  
 The Enchanted April. "Elizabeth."  
 Black Buttes. Clarence E. Mulford.  
 Marriage. Twenty stories by the foremost short story writers.  
 The World Outside. Harold MacGrath.  
 Contact and Other Stories. Frances Noyes Hart.  
 The Geese Fly South. Mary Bourn.  
 The Tenth Woman. Harriet T. Comstock.  
 The Powder of Sympathy. Christopher Morley.  
 Cross Sections. Julian Street.

## NON-FICTION

A Handbook of Cookery for a Small House. Jessie Conrad. Preface by Joseph Conrad.  
 A Book of British and American Verse. Edited by Henry Van Dyke.  
 That Silver Lining. Thomas L. Masson.  
 The Letters of Lord and Lady Wolseley.  
 So there! Franklin P. Adams.  
 The Globe Trotter. H. I. Phillips.

## Frederick J. Drake &amp; Co.

## Travelers:

L. B. VAUGHN.  
 P. C. DONALDSON.

**Duffield & Co.***Travelers:*

FRANCIS J. SLOANE (New England and Central West.)

WALLACE WACHOB (Pacific Coast.)

Among the Duffield spring leaders are a first novel by William Gerhardt, Georg Brandes' essay, "On Reading," in an enlarged and revised edition, a new volume of poems by Henry Lane Eno, and essays on current literary interest by John Erskine.

## FICTION

Futility. William Gerhardt.

Titans. Charles Guernon.

The House on Smith Square.

## NON-FICTION

Head Hunters of the Amazon. F. W. Up de Graff.

The Literary Discipline. John Erskine.

The Maid of Gloucester. Henry Lane Eno.

Reason or Ritual. David Atkins.

A Business Man in Uniform. Henry G. Pearson.

Poems and Plays. Gertrude Buck.

On Reading. Georg Brandes.

**E. P. Dutton & Co.***Travelers:*

EDGAR W. PORTER (Large cities of the Middle West, Pacific Coast, Boston and Philadelphia.)

MORTIMER DOUGLASS (South and New England.)

C. G. GIFFEN (New York City.)

E. P. Dutton & Co. has upon its spring list the names of some famous writers, Francis Brett Young, Luigi Pirandello, W. H. Hudson, and Clement Wood. The new works in biography, poetry, psychology and economics make an impressive list of titles.

## FICTION

The Late Matthew Pascal. Luigi Pirandello.

Nacha Regules. Manuel Galvez.

The Girl Next Door. Lee Wilson Dodd.

Pilgrim's Rest. Francis Brett Young.

The Pest. Albert Payson Terhune.

Love's Legend. H. Fielding-Hall.

An Unknown Quantity. Gerard Hopkins.

Hot Corn Ike. James L. Ford.

## GENERAL

Hind in Richmond Park. W. H. Hudson.

Prophet and Fool. Louis Golding.

When the Tide Comes In. Clement Wood.

The Twelve-hour Shift in Industry. Samuel McCune Lindsay.

Mainly East. Mrs. Alec-Tweedie.

Women in the Factory. Adelaide Mary Anderson.

The Earliest Sources for the Life of Jesus. F. Crawford Burkitt.

British and Continental Labour Policy. B. G. de Montgomery.

Medical Psychology and Psychical Research. T. W. Mitchell.

**Four Seas Co.***Travelers:*

FREDERICK D. GOODCHILD (Canada.)

GORDAN R. BADGER (West.)

GEORGE POWERS (East.)

The Four Seas Co. will feature this spring a Canadian pastoral novel by Elizabeth Bruce

Winslow; a limited edition with full page illustrations of a volume of poems by Elihu Vedder; and two books for the Boston Tercentennial Association.

## FICTION

Rosamond of Monterre. Elizabeth Bruce Winslow.

Tristan. Armando Palacio Valdes, trans. by Jane B. Reid.

## NON-FICTION

Songs of Kind. Bernard Benson.

Possessions of A Sky Pilot. Harry Elmore Hurd.

My Literary House. James Courtney Challis.

Doubt. Elihu Vedder.

Shall We Bostonianize? Bouck White.

World League of Cities. Bouck White.

**Funk & Wagnalls Co.***Travelers:*

PAUL R. ELDRIDGE (New Jersey, Delaware, Maryland.)

PETER A. TULP (New England.)

FREDERICK A. CARLON (New York State.)

WILLIAM S. GRANLESS (Pennsylvania.)

T. M. AVERY (Ohio.)

BRIAN C. CONDIT (Indiana and Michigan.)

C. L. WILLIAMS (Illinois and Wisconsin.)

W. H. HITECHEW (Georgia, Florida, Alabama, Mississippi, Louisiana, Texas, Oklahoma and Arkansas.)

H. E. PAFFORD (Virginia, West Virginia, Kentucky, Tennessee, and North Carolina.)

G. H. ZAHN (Iowa, Minnesota, North Dakota, South Dakota, Nebraska.)

H. E. CARREL (Missouri, Kansas, Colorado.)

G. H. BEEBE (Oregon, Washington, Idaho, Montana, Wyoming.)

I. E. McLAREN (California, Nevada, Utah, Arizona, New Mexico.)

DAVID J. O'CONNELL (New York City, Boston and all the large cities of the East, Middle West and Northwest.)

## NON-FICTION AND JUVENILE

Patience Joan, Outsider. Elsie Jeannette Oxenham.

The Boy's Workshop. Eric Wood.

Something to Make. Eric Wood.

Won By a Try. Gunby Hadath.

Astronomy for Busy People. Mrs. H. Periam Hawkins.

The Other Side of the Lantern. Sir Frederick Treves.

Practical Radio. Dr. Henry Smith Williams.

Early English Furniture and Woodwork. Herbert

Cescinsky and Ernest R. Gribble.

The Policeman's Art. Major George T. Chandler.

Morals and the Evolution of Men. Max Nordau.

The Literary Digest Historical and Political Atlas of New Europe and the Far East. Allan Updegraff.

**Samuel Gabriel Sons & Co.***Travelers:*

RICHARD W. BALLARD.

J. SIDNEY ADAMS.

A. R. GABRIEL.

B. A. GABRIEL

MICHAEL LYONS.

CHARLES A. CONRATH.

CHARLES S. STONE.

WILLIAM M. CALDWELL.

SYDNEY WOLFMAN.

Samuel Gabriel Sons & Co. are featuring this spring a new line of linen books and the follow-



ing juveniles: "The Little Dog That Would Not Wag His Tail," "The Little Kitten That Would Not Wash Its Face," "Tom Mittens' Cousins," "Yellow Bill's Adventures," "Tom Tit Tales," and "Animals I Know."

**Charles E. Graham & Co.**

*Travelers:*

C. E. GRAHAM (Canada).  
H. W. SULLY (Middle West).  
A. H. GRAHAM (New York and Pennsylvania).  
T. C. JOHNSON (Pacific Coast).  
SUMNER H. BRITTON (New York Office).  
E. L. ZERBE (South and New England).

**Grosset & Dunlap**

*Travelers:*

EDWARD T. BELLAMY.  
FRANK J. BENTLEY.  
WILLIAM BERGEY.  
J. A. CUMMINGS.  
IRVING DAVIDSON.  
BEN F. DEATON.  
G. H. DEATON.  
HARRY DENNIS.  
EDWARD P. DUNLAP.  
DESMOND FITZGERALD.  
ROBERT H. GRAHAM  
GARNET W. GROSSET  
PHILIP GROSSET.  
SAMUEL A. JENKINS.  
EDWARD C. KETCHAM.  
GEORGE L. MACKAY.  
EDWARD PATELLA.  
CARL W. SCHLEMMER.  
THOMAS A. SHEPPARD.  
ARNOLD E. WILLIAMS.  
LEON S. WITTIG.  
GEORGE J. McLEOD, LTD. (Canadian Agents.)  
HARRY M. SNYDER (Far Eastern Representative.)

Among the spring additions to the Grosset & Dunlap list of *Popular Copyrights* are:

Tarzan the Terrible. Edgar Rice Burroughs.  
The Trail's End. G. W. Ogden.  
The Soul of Ann Rutledge. Bernie Babcock.  
Heart's Desire. Emerson Hough.  
Katharine Lauderdale. F. Marion Crawford.  
The Film Mystery. Arthur B. Reeve.  
A Man For the Ages. Irving Bacheller.  
Main Street. Sinclair Lewis.  
The Phantom Lover. Ruby M. Ayres.  
The Prodigal Village. Irving Bacheller.  
Via Crucis. F. Marion Crawford.

**C. S. Hammond & Co.**

*Travelers:*

GEORGE M. DAVIS (West and South).  
ROBERT S. HAMMOND (East).  
JOHN STRNAD (Local).  
C. S. Hammond & Company announce that

their line of atlases and maps has been augmented this year by the addition of many new numbers. Among these is the "Superior Atlas," a brand new work with complete and detailed maps. The "Popular Atlas" is a new addition



**ARNOLD WILLIAMS**

*Representing Grosset & Dunlap*

ARNOLD WILLIAMS, a native New Yorker, began his business career in the importing house of George Borgfeldt & Co., where he worked his way up to junior salesman. Later he joined with Frederick & Nelson of Seattle as a salesman where he remained five years. In 1916 on a visit to New York, he became connected with Grosset & Dunlap, and represented them in the South and West until 1917, when he gave his services to his country overseas. Returning in 1919, he resumed business duties, and now represents his house in New England and New York City.

at a moderate price and their other leaders, the "Modern Atlas" and the "Handy Atlas" have been brought down to date and embody many new features.

**Harcourt, Brace & Co.**

*Sales Department:*

AUGUST H. GEHRS (Sales Manager.)  
EDWARD MOREHOUSE (Chicago, St. Louis, and the Pacific Coast and Texas.)  
GEORGE WILLIAM AMIS (Middle West, East and South.)

Harcourt, Brace & Co. announce as spring fiction leaders Grace Flandrau's story of the passion and bewilderment beneath the complacent surface of the lives of the members of a typical wealthy and respectable American family; a new novel by Robert Herrick; a



story revealing the moral collapse and spiritual unrest since the war by G. A. Borgese; and "In London" by Conal O'Riordan.



KATHERINE F. COMSTOCK  
Bookseller of Harrisburg, Pa.

KATHERINE F. COMSTOCK before starting her charming "Book Shop" held a position for several years in the Public Library of her town, and, like many others in similar positions, she longed to be a real bookseller. After a year of war work in France she engaged in secretarial work, and finally started her shop with pardonable pride in the spring of last year.

#### FICTION

Being Respectable. Grace Flandrau.  
Homely Lilla. Robert Herrick.  
Jacob's Room. Virginia Woolf.  
Paint. Thomas Craven.  
The House of the Fighting Cocks. Henry Baerlein.  
Secret Drama. Isabel Beaumont.  
Rube. G. A. Borgese.  
In London. Conal O'Riordan.

#### NON-FICTION

Life of Christ. Giovanni Papini. Trans. by Dorothy Canfield Fisher.  
Barnum. M. R. Werner.  
Roast Leviathan. Louis Untermeyer.  
Puppet Plays. Alfred Kreymborg.  
Theory of Social Economy. Gustav Cassel.  
The Decay of Capitalistic Civilization. Sidney and Beatrice Webb.  
England After War. C. F. G. Masterman.

#### Harper & Brothers

##### Travelers:

ADAM W. BURGER (Larger cities of East and West including St. Louis, Mo., Chicago, Cleveland, Rochester, Buffalo, Philadelphia, and Boston.)  
CLAUDE H. GITTENS (Middle West and South.)  
EARL F. LEDERER (South and New England.)  
JAMES D. BLAKE (Pacific Coast, Kansas City and West.)

W. E. MEAGHER (New York and Brooklyn.)  
JOHN O'CONNELL (New York City.)

Notable books on the Harper spring list are Clarence Budington Kelland's romance of fighting rum-runners, Coningsby and William Dawson's collection of the great English short stories, Rupert Hughes's new novel telling of the agony incidental to keeping a family skeleton hidden, and a volume of short stories by Albert Bigelow Paine. Among the non-fiction leaders are "How to Draw Cartoons" by C. A. Briggs; W. H. Davies's "The Hour of Magic and Other Poems;" Percy Stickney Grant's "A Fifth Avenue Parade and Other Poems;" "The American Mind in Action" by Harvey O'Higgins; Hermann Sudermann's "The Book of My Youth" and Frank A. Vanderlip's "Economics For Everybody."

#### FICTION

West of the Water Tower. Anonymous.  
Great English Short-Story Writers. William J. and Coningsby W. Dawson.  
The Silent Sex. May Isabel Fisk.  
Tiger River. Arthur O. Friel.  
Wanderer of the Wasteland. Zane Grey.  
The Day of the Beast. Anonymous.  
Within These Walls. Rupert Hughes.  
Barney. S. B. H. Hurst.  
Contraband. Clarence Budington Kelland.  
Single Reels. Albert Bigelow Paine.  
Time is Whispering. Elizabeth Robbins.  
The Shame Dance. Wilbur Daniel Steele.

#### NON-FICTION

How To Draw Cartoons. C. A. Briggs.  
African Hunting Among the Thongas. George Agnew Chamberlain.  
Immigrant's Day in Court. Kate Halladay Claghorn.  
The Hour of Magic. W. H. Davies.  
The First Year of the Budget of the U. S. Gen. Charles G. Dawes.  
Lloyd George: The Man and His Story. Frank Dillnot.  
Girth Control. Henry T. Finck.  
A Fifth Avenue Parade. Percy Stickney Grant.  
Old Testament Criticism. Edward Gray.  
Child Hygiene. S. Josephine Baker.  
Auction Bridge in Ten Lessons. Ella G. Pimm.  
The Book of My Youth. Hermann Sudermann.  
Economics for Everybody. Frank A. Vanderlip.

#### Norman W. Henley Publishing Co.

##### Travelers:

F. A. COOMBS (Coast and West.)  
R. F. FENNO (East.)  
McCLELLAND & STEWART (Canada.)

The Norman W. Henley Publishing Co. announces this spring:

Ideas for the Radio Experimenter's Laboratory. M. B. Sleeper.  
Experimenter's Hand Book. M. B. Sleeper.  
Perfumes and Cosmetics. G. K. Askinson.  
Modern Plumbing Illustrated. Revised Edition. M. B. Starbuck.  
500 Questions and Answers on Steam, Hot-Water, Vapor and Vacuum Heating Practice. A. G. King. Revised Edition.  
Revised Locomotive Catechism. 30th Edition. Robert Grimshaw.  
Diesel Engines, Land and Marine. Ensign David L. Jones, U. S. N.  
Shop Kinks. Robert Grimshaw. New Revised Edition.

Mechanical Drawing for Plumbers. R. M. Starbuck, New Revised Edition.

### Henry Holt & Co.

#### Travelers:

STANLEY WARD WALKER (Larger cities of Middle West, East and South.)

DESMOND FITZGERALD (Pacific Coast.)

Henry Holt & Co. have a diversified spring list on which are prominent E. B. C. Jones's story of a girl who marries a man whose philosophy is basically opposed to her own; a novel of a society girl who finally sickens of society's false standards, by Leroy Scott; a first novel by Everett Young which deals with a girl who "marries above her class;" a new volume of children's verse by Walter de la Mare; "Selected Poems" of Robert Frost; a review of French literature by Lytton Strachey; and another volume on auction bridge by Thomas C. Cochran.

#### FICTION

The Wedgwood Medallion. E. B. C. Jones.  
Cordelia, The Magnificent. Leroy Scott.  
A Gentleman of Sorts. Everett Young.  
Polly With a Past and Adam and Eve. George Middleton and Guy Bolton.

#### NON-FICTION

Selected Poems. George Sterling.  
A Child's Day. Walter de la Mare.  
Selected Poems. Robert Frost.  
Landmarks in French Literature. Lytton Strachey.  
Three Centuries of American Democracy. William MacDonald.  
Four Famous New Yorkers. De Alva Stanwood Alexander.  
Problems of Modern Science. Arthur Denby.  
Knuckles and Gloves. Bohun Lynch.  
Auction Bridge Hints. Thomas C. Cochran.

### Houghton Mifflin Co.

#### Travelers:

FRANK BRUCE (New York, Philadelphia, Baltimore and Washington.)

GEORGE H. GEER (Chicago and principal cities of the Middle West.)

A. H. LEUSSLER (Pacific Coast.)

THEODORE FREDENBURGH (South and Middle West.)

JOSEPH V. CARROLL (New England.)

WALTER P. TULLEY (Middle West and East.)

Houghton Mifflin Co. will feature particularly this spring: "Stella Dallas" by Olive Higgins Prouty, a novel dealing with the problems of divorce; "The Lonely Furrow" by Maude Diver, another romance of India; "The Sea-Hawk," a tale of adventures among the Barbary Corsairs by the author of "Captain Blood;" "The Hidden Road," a new novel by Elsie Singmaster; "Ironheart," by William MacLeod Raine; "Sky-Line Inn," a genial tale of a French inn-keeper in the Sierras; "Damaged Souls," psychological portraits by Gamaliel Bradford; "The Things Remembered," an autobiography by Arthur Sherburne Hardy; "A

Life of William Shakespeare" by Joseph Quincy Adams; "Sir Douglas Haig's Command;" "Industrial America in the World War" by Grosvenor B. Clarkson; "The Riverside New Testament;" "The Dance of Life" essays on the art of living by Havelock Ellis;



EARL F. LEDERER

Representing Harper & Brothers

EARL F. LEDERER joined the House of Harper and Brothers about eight years ago. After a thoro training in many different departments of the publishing business, he was added to the sales force two years ago. Since he started traveling he has covered practically every state East of the Mississippi, and with his engaging personality and obliging manners, he is one of the most popular and best liked men in the trade.

"Ghosts What Ain't," a book of wisdom and humor by Ellis Parker Butler; and "Old Indian Trails" by Walter McClintock.

#### FICTION

Stella Dallas. Olive Higgins Prouty.  
The Sea Hawk. Rafael Sabatini.  
The Snare. Rafael Sabatini.  
Lonely Furrow. Maude Diver.  
The Red Vulture. Frederick Sleath.  
The Swan and the Mule. Della MacLeod.  
Sky-Line Inn. Donald Hamilton Haines.  
The Hidden Road. Elsie Singmaster.  
Ironheart. William MacLeod Raine.  
Comrades of the Rolling Ocean. Ralph D. Paine.  
Children of Chance. Anthony Carlyle.

#### NON-FICTION

Damaged Souls. Gamaliel Bradford.  
Memories of Hawthorne. Rose Hawthorne Lathrop.  
Things Remembered. Arthur Sherburne Hardy.  
A Life of William Shakespeare. Joseph Quincy Adams.  
Sir Douglas Haig's Command. George A. B. Dewar.  
Industrial America in the World War. Grosvenor B. Clarkson.  
The Dance of Life. Havelock Ellis.  
A Handbook of Health. Dr. Woods Hutchinson.  
Preludes. John Drinkwater.  
Foreign Exchange. Edgar S. Furniss.



**B. W. Huebsch***Travelers:*

FREDERICK HOPE (New York and East.)  
 DESMOND FITZGERALD (West of Denver and Pacific Coast.)

The leading spring publications of B. W. Huebsch are: "Many Marriages," Sherwood Anderson's latest novel; "Under the Tree," a volume of poems for and about children, by Elizabeth Madox Roberts; "Red Bird," a drama of Wisconsin history in four acts, by William Ellery Leonard; John S. Codman's "Unemployment and Our Revenue Problem;" "The State" by Franz Oppenheimer; "Industrial Democracy" by Glenn E. Plumb and W. G. Roylance; and Willard Huntington Wright's "The Future of Painting," a new treatment of the entire subject of graphic art.

**George W. Jacobs & Co.***Travelers:*

D. L. MACRAE.

George W. Jacobs & Co. announce for spring publication: a romance of the prairie schooner days on the southwest trails, "The Rose of Santa Fe" by Edwin L. Sabin; "The Way of the Wild," true nature stories for children by Clarence Hawkes; and a new edition of "Tom Brown's School Days" by Thomas Hughes.

**Marshall Jones Co.***Travelers:*

A. MARSHALL JONES.  
 FRANK DALE WARREN.

The Marshall Jones Co. announces as spring leaders: "The Significance of the Fine Arts" by members of the American Institute of Architects; eight additional volumes in the series "Our Debt To Greece and Rome," Zora Putnam Wilkin's "Letters of a Business Woman to Her Daughter," and "We Are Here—Why?" by Edna Wadsworth Moody. Other spring publications are:

Parties and Party Leaders. Anson Daniel Morse.  
 Some Makers of American Literature. William Lyon Phelps.  
 As I Was Saying. Horace J. Bridges.  
 Scriptural Healing. Helen L. Young.  
 Romanesque Sculpture of the Pilgrimage Roads. A. Kingsley Porter.  
 Roman Politics. Frank Frost Abbott.

**Alfred A. Knopf, Inc.***Travelers:*

JOHN J. MULLEN, Sales Manager (New England, Philadelphia, Baltimore, Washington and all of the larger cities of the Middle West.)  
 DESMOND FITZGERALD (Pacific Coast and the Far West, including Denver.)  
 HARRY WILDE HARRIS (New York City and the Metropolitan District.)

R. R. REICHART (South and smaller Middle Western cities.)

H. M. SNYDER (The Orient.)

THE MACMILLAN Co. of Canada (Canada.)

The Knopf spring list contains several works by noted foreign writers and interesting American fiction and verse. John T. Frederick's "Druida" is the story of an elemental woman's search for culture; Arthur Schnitzler's only full length novel, "The Road to the Open," deals with the Jewish problem in Austria; there is another of J. S. Fletcher's mystery stories, "The Lost Mr. Linthwaite;" "The Hill of Dreams" by Arthur Machen tells of a boy's quest of artistry; and "Fire" and "Ice" is part



ROBERT R. REICHART

*Representing Alfred A. Knopf, Inc.*

ROBERT R. REICHART began his career in the book business with Harper & Brothers immediately on leaving the Army. After a year's experience in promotion work he joined with The Century Co., and for a time was on their magazine staff. In May of last year he accepted a travelers job with the house of Knopf, and is now doing his bit in the Southland and in the smaller cities of the West—the proving ground of successful salesmanship.

one of "The Long Journey" by Johannes V. Jensen; and Sigrid Undset's "The Bridal Wreath" is the story of a young woman's life in medieval Norway. A short novel by W. H. Hudson, never before published, "Ralph Herne," will be brought out in a special numbered edition. Verse is represented on the list by volumes of poetry by Wilfred Scawen Blunt, Willa Cather, and John V. A. Weaver.

## FICTION

Druida. John T. Frederick.  
 The Road to the Open. Arthur Schnitzler.



The Lost Mr. Linthwaite. J. S. Fletcher.  
 The Hill of Dreams. Arthur Machen.  
 Proud Lady. Neith Boyce.  
 The Long Journey. Johannes V. Jensen.  
 Star of Earth. Morris Dallett.  
 A Room with a View. E. M. Forster.  
 The City of Peril. Arthur Stringer.  
 Picture Frames. Thyra Samter Winslow.  
 The Bridal Wreath. Sigrid Undset.  
 Ralph Herne. W. H. Hudson.

## GENERAL

The Liar. Carlo Goldoni.  
 The World in Falseface. George Jean Nathan.  
 Finders. John V. A. Weaver.  
 Golden Bird. James Oppenheim.  
 Poems. Wilfred Scawen Blunt.  
 April Twilights and later Verse. Willa Cather.  
 Things Near and Far. Arthur Machen.  
 Mystics and Heretics. Emile Gebhart.  
 Four-Dimensional Vistas. Claude Bragdon.

## Laird &amp; Lee, Inc.

## Travelers:

M. S. ATWOOD (Educational Department).  
 HENRY T. HARPER (East).  
 A. J. ZERBE (Coast).  
 L. S. WELLS (Ohio).  
 W. F. MCCONNON (Pennsylvania).

## Lieber &amp; Lewis

The spring fiction list of Lieber & Lewis includes the following novels: "Cables of Cobwebs," the story of a young Southerner's revolt against the Southern traditions, by Paul Jordan Smith; Mrs. T. P. O'Connor's "The Hat of Destiny"; "Piri and I," by Lawrence Vail; "The Love Rogue" or the original Don Juan play, translated from the Spanish by Harry Kemp; and "A Sheaf of Lermontov," a collection of lyrics and one narrative poem from the Russian poet, Lermontov, by J. J. Robins.

## J. B. Lippincott Co.

## Travelers:

THOMAS H. CLAGETT.  
 ELLIS K. BAKER.  
 HERBERT M. GASKILL.

The J. B. Lippincott Co. will feature this spring a new Fleming Stone detective story, "Feathers Left Around" by Carolyn Wells; a new novel by Bernie Babcock, "God's Lincoln;" "Minglestreams" by Jane Abbott and two new stories by Grace Livingston Hill, "The Big Blue Soldier" and "Tomorrow About This Time." Non-fiction announcements include a thoroly revised edition of Chambers's "Encyclopedia" in 10 volumes; "Creative Salesmanship" by Herbert W. Hess; and new books of travel, sports, science, business and new additions to the *Lippincott Classics Series*.

## FICTION

Feathers Left Around. Carolyn Wells.  
 God's Lincoln. Bernie Babcock.  
 Minglestreams. Jane Abbott.  
 The Big Blue Soldier. Grace Livingston Hill.  
 Tomorrow About This Time. Grace Livingston Hill.

## NON-FICTION

Rowing. R. A. and R. J. Glendon.  
 Sport and Adventure in Africa. Captain W. T. Shorthose.



ELLIS K. BAKER

Representing J. B. Lippincott Co.

ELLIS K. BAKER, the youngest of the representatives of the Lippincott house, started just four years ago to work as a helper in the bindery. He passed thru several other departments for training, and in 1921 was promoted to membership in the sales force. He now covers a lot of territory, having many small, but important book towns. During the year he gets into twenty-seven different states. Some record!

Chemical Basis of Growth. Bradford Robertson.  
 The Charm of a Well Mannered House. Helen E. Starrett.  
 Creative Salesmanship. Herbert W. Hess.  
 Introduction to Applied Psychology for Nurses. Donald A. Laird.  
 Food Planning and Preparation. Mabel T. Wellman.  
 To Women of the Business World. Edith Johnson.

## Little, Brown &amp; Co.

## Travelers:

ANDREW D. PIERCE (South and Pacific Coast.)  
 FRANK JONES (Chicago and principal cities of Middle West.)  
 JOSEPH F. GREENE (New York City, Boston and Philadelphia.)  
 ARTHUR H. THORNHILL (New England and part of East and Middle West.)  
 ROGER S. COWLES (Boston.)

Spring fiction leaders of Little, Brown & Co. are: a new Western story by Hal G. Evarts; "The Code of the Karstens" by Henry Walsworth Kinney; a thriller by E. Phillips Oppenheim; and two Cosmo Hamilton novels. Among the more prominent non-fiction works are Samuel S. Marquis' "Henry Ford: An Appreciation;" and "The Craftsmanship of the One-Act Play" by Percival Wilde.

## FICTION

Tumbleweeds. Hal G. Evarts.  
 The Code of the Karstens. Henry Walsworth Kinney.

The Seven Conundrums. E. Phillips Oppenheim.  
 Trodden Gold. Howard Vincent O'Brien.  
 The Isle of Retribution. Edison Marshall.  
 The Wagon Wheel. William Paterson White.  
 The Voice at Johnnywater. B. M. Bower.  
 The Tyranny of Power. D. Thomas Curtin.  
 Keeban. Edwin Balmer.  
 The Miracle of Love. Cosmo Hamilton.  
 The Door That Has No Key. Cosmo Hamilton.

## NON-FICTION

Henry Ford: an Appreciation. Samuel S. Marquis.  
 The Craftsmanship of the One-Act Play. Percival Wilde.  
 Set the Stage for Eight. Doris F. Halman.  
 The Unadjusted Girl. Professor William I. Thomas.  
 Dreads and Besetting Fears. Tom A. Williams.  
 Colette's Best Recipes. Marie Jacques.  
 The Burgess Flower Book for Children. Thornton W. Burgess.  
 The Fairies Up-To-Date. Edward and Joseph Anthony.  
 Walter and the Wireless. Sara Ware Bassett.  
 Pemrose Lorry, Radio Amateur. Isabel Hornibrook.



RICHARD F. TILLEY

*Representing Lothrop, Lee & Shepard Co.*

RICHARD F. TILLEY came to Lee & Shepard after his graduation from school, began as errand boy and went thru every detail of the shipping work and the stockroom. When Lee & Shepard bought out the Lothrop Publishing Company in 1904, he assumed charge of the Order and Invoice Departments, thus acquiring a thorough knowledge of the trade. His territory includes the West, from Cleveland to the Pacific Coast, with principal cities of the South and New England.

## Longmans, Green &amp; Co.

## Travelers:

WALLACE WACHOB (Far West.)  
 H. B. DUNLAP (East and Middle West.)  
 THEODORE F. PIKE (Manager, Canadian Branch.)

Among the Longmans Green & Co. spring publications are: "Capital's Duty to the Wage-Earner," a manual of Principals and Practice

on handling the human factors in industry, by John Calder; "The Life of Sir Robert Mowat," by Alexander Robertson; a study of local Tudal administration, "Lords Lieutenants in the Sixteenth Century" by Gladys Scott Thomson; and "Personal Religion and Public Righteousness" by Rev. Peter Green.

## Lothrop, Lee &amp; Shepard Co.

## Travelers:

L. W. ADAMS (New York City and East.)  
 RICHARD F. TILLEY (Chicago and West.)

New spring publications on the Lothrop, Lee & Shepard list are William J. Fielding's "Health and Self-Mastery," a new treatment of the subject of auto-suggestion; another boys' book by Francis Rolt-Wheeler, "The Sahara Hunters;" "Home-Made Games" by A. Neely Hall; A. Frederick Collins's "The Boy Astronomer;" "Dapples of the Circus," the story of a Shetland pony and a boy; and "When I Was a Boy in Denmark" by H. Trolle-Steenstrup.

## Robert M. McBride &amp; Co.

## Travelers:

GUY HOLT (New York, Boston, Philadelphia and Middle West.)  
 WALLACE WACHOB (Pacific Coast and South West.)  
 RUSSELL CROFOOT (New York City.)

Robert M. McBride & Co. will feature, this spring, novels by Anthony Pryde, Harold Brighthouse, and René Thévenin. The war experiences of the former Crown Prince of Germany, studies of present day artistic tendencies by Francis A. Waterhouse, a review of the last days of the Hungarian monarchy by Cécile Tormay and several travel books are among the spring non-fiction publications.

## FICTION

Stonecrop. Cécile Tormay.  
 The City of Lilies. Anthony Pryde and R. K. Weekes.  
 The Wrong Shadow. Harold Brighthouse.  
 Barnabe and His Whale. René Thévenin.  
 The House of the Enemy. Camille Mallarmé.

## NON-FICTION

Norway. Robert Medill.  
 Songs of Silence. Fenwicke L. Holmes.  
 My War Experiences. Former Crown Prince of Germany.  
 Favorite Gardens. Amelia Leavitt Hill.  
 Old English Walnut and Lacquer Furniture. R. W. Symonds.  
 Random Studies in the Romantic Chaos. Francis A. Waterhouse.

## James A. McCann Co.

## Travelers:

JAMES A. MCCANN (East Coast).  
 F. A. COOMBS (West Coast).  
 P. LORING (New England and West).



**A. C. McClurg & Co.***Travelers:*

- A. WESSELS (Eastern Territory.)  
 R. A. McNALLY (California and the Pacific Coast States.)  
 J. L. CROWDER (Middle West.)

A new Tarzan book is the most important item on McClurg's list of spring fiction. "Tarzan and the Golden Lion" is the 9th in the Tarzan series.

**David McKay Co.***Travelers:*

- ALEXANDER MCKAY (New York City, Boston, Philadelphia, and Middle West).  
 JAMES S. MCKAY (South, West, and New England).

**The Macaulay Co.***Travelers:*

- E. I. FURMAN (South, Middle West and Coast.)  
 L. S. FURMAN (New York and New England.)

The Macaulay Co.'s spring list includes a new novel by John A. Moroso, William Le-Queux and an anonymous novel, "Damned," a protest against modern self-righteousness.

**FICTION**

- The Woman He Desired. Louise Gerard.  
 The Stumbling Herd. John A. Moroso.  
 The Beloved Brute. Kenneth Perkins.  
 Damned. Anonymous.  
 The Voice from the Void. William Le Queux.  
 Out of the Silent North. Harry Sinclair Drago.  
 Wolves of the Sea. Gaston Leroux.

**The Macmillan Company***Travelers:**Eastern Territory (New York.)*

- WILLIAM P. ALBRECHT, Sales Manager (Boston, Philadelphia.)  
 J. T. COLLINS (New York City.)  
 PHILIP G. HODGE (New England.)  
 RAYMOND HOLDEN (Specials.)  
 R. P. POGGENBURG (New York City.)  
 CHAS. J. TRENKLE (New York State and Penn.)  
 M. A. UNOLD (New York City.)  
 T. M. WATTS (South.)

*Mid-Western Territory (Chicago.)*

- WALTER R. KOHR, Sales Manager (Chicago, Cleveland, Detroit.)  
 JOHN G. HAMER (large towns, Illinois, Wisconsin, Kansas, Nebr., Iowa, Mo., Minn., S. D., Colo.)  
 CARL F. HILTS (small towns, Iowa, Ill., Mich., Wis., Missouri.)  
 F. D. KNAPP (large towns, Mich., Ohio, Indiana, Ky., Tenn.)  
 K. B. RICHARDS (small towns, Indiana, Ohio, Mich.)

*Western Territory (San Francisco.)*

- R. I. GARTON, Sales Manager (Coast.)

LOUIS FREEDMAN (small towns.)

*Southwestern Territory (Dallas.)*

JACK PHILLIPS, Sales Manager.

On the Macmillan spring list are new novels by H. G. Wells; Eden Phillpotts; Edgar Lee Masters; Ernest Poole; Irving Bacheller; Padraic Colum; Stella Benson; Anton Chekhov; and John Ayscough. The non-fiction



JAMES T. COLLINS

*Representing the Macmillan Co.*

JAMES T. COLLINS, like the majority of salesmen, past and present, of the Macmillan Co., got his business training wholly within the house, having worked thru the various departments until he was ripe for real promotion. His five years as apprentice qualified him to go forth as a salesman, and he has represented his firm during the past four years with credit while "covering" the Metropolitan district.

includes a large number of juveniles; a volume of poetry by Edwin Arlington Robinson; three by John Masefield; a play by Israel Zangwill; one by St. John Ervine; poems by Oliver Herford; travel memoirs by James Bryce; a Canadian travel book by Sir James Outram; a book by Rear Admiral William S. Benson; and many works on economics, health, business and science.

**FICTION**

- Men Like Gods. H. G. Wells.  
 Children of Men. Eden Phillpotts.  
 Skeeters Kirby. Edgar Lee Masters.  
 Danger. Ernest Poole.  
 The Scudders. Irving Bacheller.  
 Castle Conquer. Padraic Colum.  
 Wisdom of the Wilderness. Charles G. D. Roberts.  
 Love and Other Stories. Anton Chekhov.  
 Dobachi. John Ayscough.  
 A Friend at Court. Elizabeth G. and Leon Stern.

**NON-FICTION**

- Roman Bartholow. Edwin Arlington Robinson.  
 Selected Poems. John Masefield.



The Dream. John Masefield.  
 Collected Poems. Vachel Lindsay.  
 Melloney Holtspur, or The Pangs of Love. John Masefield.  
 The Forcing House. Israel Zangwill.  
 Mary, Mary, Quite Contrary. St. John Ervine.  
 Poems from Life. Oliver Herford.  
 The Poets' Year. Compiled by Ada Sharpley.  
 As I was Saying. Burges Johnson.  
 A Scrap Book. George Saintsbury.  
 Memories of Travel. James Bryce.  
 The Human Australasia. Charles Franklin Thwing.  
 The Prevention of War. Philip Henry Kerr.  
 Autocracy and Revolution in Russia. Baron Sergius A. Korff.  
 The Merchant Marine. Rear Admiral William S. Benson.  
 The Open Door Doctrine. Mingchien Joshua Bau.  
 Cooperative Banking. Roy F. Bergengren.  
 Our Vanishing Forests. Arthur Newton Pack.  
 The Rise and Fall of Prohibition. Charles Hanson Towne.  
 The Life of Willard Straight. Herbert Croly.  
 The Life Story of Pierre and Marie Curie. Marie Curie.

#### The Medici Society of America

##### Travelers:

PERCY A. LORING (East and Middle West).  
 W. A. SHEPARD (South).

#### G. & C. Merriam Co.

##### Travelers:

HARRIS W. BAKER.  
 ROBERT C. MUNROE.  
 WINTHROP C. SHORT.  
 WILLIAM H. MADDOCK (Educational books).

#### Moffat, Yard & Co.

##### Travelers:

JOHN H. APELER (Larger cities in the East and Middle West.)  
 HOWARD W. COOK (East, Middle West and South.)  
 WALLACE WACHOB (Coast and South.)

The spring list of Moffat, Yard & Co. includes the following leaders:

##### FICTION

The Haunted House of Morley. Mark Somers.  
 Tracked by Wireless. William Le Queux.  
 Slippery As Sin. By the author of "Fantomas."  
 The Mystery of the Twin Rubies. Armstrong Livingston.

##### NON-FICTION

Dead Letters. Maurice Baring.  
 True Story of a Real Garden. Odelle B. Watson.  
 Abnormal Behavior. Drs. Phyllis Blanchard and Irving J. Sands.  
 Diminutive Dramas. Maurice Baring.  
 At the Roots of Grasses. Muriel Strode.  
 Resurgence. Leslie G. Shaw.  
 Poems. Granville Lowthy.

#### Thomas Nelson & Sons

##### Travelers:

GEORGE F. BACHMANN.  
 JOHN J. HAMILTON.  
 THOMAS MACLAREN.  
 THOMAS F. KYLE.  
 WILLARD T. DICKERSON, JR.  
 HERBERT C. CUNNINGHAM.  
 HARRY W. TIETZ.

Thomas Nelson & Sons announce this spring a special edition of the American Standard

Bible, the Campbell Morgan Analyzed Bible, with an analysis and descriptive introduction by Dr. Campbell Morgan; several new volumes to be added to the *New Century Library of Standard Authors*; a number of additions to the juvenile list; and the convenient size Nelson New Dictionary and Pocket Dictionaries in various languages.



#### CHARLES SESSLER

Founder of Sessler's Bookshop, Philadelphia

CHARLES SESSLER's business began in 1882. His particular interest is in rare books and manuscripts, and he goes abroad every year to collect the best among the rarities of all classes of literature. During his long experience, he has come in close contact with all the great collectors and has had many wonderful items pass thru his hands. His shop on Walnut Street is one of the most attractive in the city, art and literature blending in a harmonious setting.

#### Oxford University Press

##### Travelers:

D. I. MACFADYEN.  
 CHARLES KORBEL.  
 F. F. BAYER.  
 ARTHUR J. HAMMEN.  
 FRANK J. GUCK.  
 JOSEPH V. HEANEY.  
 ARTHUR A. ULRICH.  
 FREDERICK W. BRAMA.

The Oxford University Press includes among its spring leaders "Persia," a history of Persia from the earliest times to the present day, by Sir Percy Sykes; a study of the prehistoric development of South Russia, "Iranians and Greeks in South Russia," by M. Rostovzeff; Jacob Mann's "The Jews in Egypt and in Palestine;" "A History of the Peninsular War" by Charles Oman; an unbiased study of Ire-

land, "Ireland from the Earliest Times to the Present Day," by Robert Dunlop; and a complete survey of the colonization of Africa, "The Partition and Colonization of Africa," by Sir Charles Lucas.

### The Page Co.

#### Travelers:

W. CAMERON ROBINSON (Boston, New York, Philadelphia, Pittsburgh, Cleveland, Detroit, Chicago, also Eastern Canada).

A. P. ROCHE (The South, Pacific Coast and Western Canada.)

J. B. STEERS (Middle Western States).

P. H. EARLY (New England and Bordering States).

The Page Co.'s announcements for spring include: "In Greenbrook," a "David Harum" type of story, by Merritt P. Allen; a new detective story, "The Scarlet Macaw," by G. E. Locke; a new novel by Margaret R. Piper, "Peter: His Book"; Nevin O. Winter's "The New Poland"; and the following juveniles; "Marjory's Discovery of the Rosemary Twins" by Alice E. Allen; "Surprising Antonia" by Dorothy Gilman; "A Night of St. John" by Ivy Bolton; "The Shining Thread" by Frances M. Fox; "Tom Akerley" by Theodore G. Roberts; "The Indians and the False Faces" by A. Templeton Mitchell; "Our Little Canadian Cousin of the Great North West" by Emily F. Murphy; "Our Little Jugo Slav Cousin" by Clara V. Winlow.

### The Penn Publishing Co.

#### Travelers:

CHARLES E. SHOEMAKER (New York and Boston.)

FRANK W. SHOEMAKER (Other large cities and the Pacific Coast.)

FRED KRAUSS (South, Middle West and New England.)

The Penn Publishing Co.'s spring fiction publications will include the following new novels: "The Dim Lantern" by Temple Bailey; "Under the Law" by Edwina Stanton Babcock; Sidney Williams's "In the Tenth Moon," "The Landlord's Daughter" by Harrison S. Morris; "Masques" by Elizabeth Hall Yates and "Fathoms Deep" by Elizabeth Stancy Payne. New children's gift books are "Washington" by Lucy Foster Madison and "Privateers of '76" by Ralph D. Paine.

### Isaac Pitman & Sons

#### Travelers:

A. WESSELS (New York City and East.)

W. M. EDWARDS (Chicago and Middle West.)

JOHN COYLE (Pacific Coast.)

F. F. HANSELL & BRO., New Orleans, La. (South.)

CALIFORNIA SCHOOL BOOK DEPOSITORY, San Francisco, Cal.

SOUTHERN SCHOOL BOOK DEPOSITORY, Dallas, Texas.

Special features of Isaac Pitman & Sons announcements are: *Common Commodities and Industries Series*: "Alcohol" by C. Simmons; "Anthracite" by A. Leonard Summers; "Motor Boats" by Major F. Strickland; "Internal Combustion Engines" by J. Okill; "The Straw Hat Industry" by Harry Inwards; "The Brush Industry" by W. Kiddier; "Patent Fuel" by J. A. Greene; "Furs and the Fur Trade" by Capt. John C. Sachs; "Dyes and Their Application to Textile Fabrics" by A. J. Hall; "Oil Power" by S. H. North; "Sponges" by E. J. J. Creswell; "Clocks and Watches" by G. L. Overton; "Incandescent Lighting" by S. I. Levy; "Talking Machines" by O. Mitchell; "Nickel" by B. H. White. In *Pitman's Technical Primers*: "Oils, Pigments Paints and Varnishes" by R. H. Truelove; "Filtration" by T. R. Woolaston; "The Metallurgy of Iron and Steel" by Sir Robert A. Hadfield; "Drop Forging and Drop Stamping" by Henry Hayes; "Structural Steelwork" by Wm. H. Black; "Electrical Power Systems" by Capt. W. T. Taylor; "Industrial Motor Control" by A. T. Dover; "Sparking Plugs" by A. P. Young; "Industrial Nitrogen" by P. H. S. Kempton; "Lubrication and Lubricants" by J. H. Hyde; "The Manufacture and Use of Abrasive Materials" by Alfred B. Searle; "The Industrial Applications of X-Rays" by P. H. S. Kempton.

### Platt & Munk Co.

#### Travelers:

ARNOLD H. MUNK (Principal cities as far as Chicago.)

ALEXANDER MUNK (Illinois, Indiana, Michigan, Ohio, and Central West.)

LEWIS MILLER (South, Texas, and New England.)

ARTHUR J. ZERBE (Pacific Coast.)

The Platt & Munk Co. is making many additions this spring to its line of toy, linenlike and colored juveniles of the better grade. The *Children's Hour Series*, ten titles, will be issued in a new fully illustrated edition.

### James Pott & Co.

#### Travelers:

FREDERICK W. HALLAM (Eastern cities).

CHARLES R. DURYEA (Western cities).

WILLIAM G. CHASE (South).

WILLIAM L. MEZGER (Far West).

W. W. Silver (Middle West).

R. U. CARRUTHERS (Texas).

F. T. LOTTMAN (East).



**Princeton University Press***Travelers:*

HUGH B. REED, II.

HENRY M. SNYDER (Far Eastern Representative).

The notable spring publications of the Princeton University Press are: Albert Einstein's "The Meaning of Relativity"; "Evolution and Christian Faith," a constructive interpretation of the relation of biology to chemistry, by Professor Henry H. Lane; "A Study of American Intelligence" by Professor Carl C. Brigham; two volumes by Herman Melville, "The Apple-Tree Table, and Other Sketches" and "John Marr and Other Poems"; and a justification of capitalism by a former Socialist, "The Reds Bring Reaction" by W. J. Grant.

**G. P. Putnam's Sons***Travelers:*

ROBERT GORDON ANDERSON, Sales Manager.

HENRY L. ALLISON.

PHILLIP M. ANDERSON.

THOMAS J. SMITH.

The Putnam list of spring books is long and varied. It includes: "Peradventure," by Robert Keable, author of the famous "Simon Called Peter" and "The Mother of All Living"; "The Shining Road" by Bernice Brown, well known for her short stories; "The East Wind" by Hugh MacNair Kahler, author of "Babel"; "The Barb," a novel of undergraduate life in a Middle Western State University, by William J. McNally; "Georgian Stories," the first of a new series of anthologies of English short fiction; two volumes by the English woman preacher who is now touring this country, Maude Royden; "Roughing It Smoothly," another outdoors books by Elon Jessup; another bridge book by Florence Irwin, with an ambiguous title; and a new edition of the poetical works of Joaquin Miller.

**FICTION**

Peradventure. By Robert Keable.

The Charing Cross Mystery. By J. S. Fletcher.

The Shining Road. By Bernice Brown.

The East Wind. By Hugh MacNair Kahler.

The Barb. By William J. McNally.

Up and Coming. By Nalbro Bartley.

Georgian Stories, 1922.

**NON-FICTION**

Books and Authors. By Robert Lynd.

Political Christianity. By A. Maude Royden.

Prayer as a Force. By A. Maude Royden.

Roughing It Smoothly. By Elon H. Jessup.

How To Play Mah Jong. By Jean Bray.

Holding Hands. By Florence Irwin.

The Poetical Works of Joaquin Miller. Edited with an Introduction, by Stuart Pratt Sherman.

Sonnets From the Silence. By Minnie Ferris Hauenstein.

Georgian Poetry, Volume 5.

**Rand McNally & Co.***Travelers:*

JOSEPH E. GOODWIN (Eastern territory as far

west as Detroit, Mich., also the Eastern Southern States.)

R. W. LANSHA (assisting Mr. Goodwin in the Eastern States).

HENRY M. LAMB (Central States).

RAYMOND A. McNALLY (Pacific Coast).

I. J. White will also visit the trade thruout the entire country in the interest of Sales Promotion, Window displays and advertising helps.

**The Reilly & Lee Co.***Traveler:*

WILLIAM F. LEE (large cities of the East, and Chicago.)

SAMUEL H. DARST (larger cities of the Central West.)

CLEMENT F. BENOIT (New England, the Southwest and the Pacific Coast.)

GEORGE J. LEA (Central and Southeastern States and Middle States.)

BRADEN CALDWELL (Middle Western States.)

The Reilly & Lee Co. will publish this spring two new works by Edgar A. Guest, "The Passing Throng" and "My Job as a Father"; Emma Speed Sampson's "Miss Minerva on the Old Plantation"; "Tragic Fishing Moments" by Will H. Dilg; and "Pithy Points in Auction Bridge" by William C. Morris. New juvenile publications will be: "Wongo and the Wise Old Crow" by Grace and Carl Moon; "The Cowardly Lion" by Ruth Plumly Thompson; and "The Teenie Weenies in the Wildwood" by William Donahey.

**Fleming H. Revell Co.***Travelers:*

FLEMING H. REVELL JR.

W. H. MOOK, JR.

HOBART T. OLSEN.

JOHN W. HILL.

D. W. BRIGGS.

The outstanding book on Revell's list this spring is the new illustrated edition of "Prodigal Daughters," which is published in combination with the Paramount Photoplay starring Gloria Swanson. A new story of Labrador life entitled "Harbor Jim" by A. Eugene Bartlett and a new story by Winifred Kirkland entitled "The Easter People" are prominent among their new fiction. The new "Mediterranean Traveler" by D. E. Lorenz is practically a new guide-book the first post-bellum guide-book to the Near East to appear. "Within the Gateways of the Far East" by Charles R. Erdman and "A Missionary Pioneer in the Far East" are among the new travel books. "Pandita Ramabai" by Clementina Butler and "Piney Woods and Its Story" by Lawrence C. Jones are among the biographies. Some other prominent issues are "Sermons in Stories" by Henry T. Sell, "Preaching by Laymen" by Presi-



dent Ozora S. Davis of Chicago Theological Seminary, "The Revival of Wonder" by Malcolm J. McLeod, "The Problem of the Working Boy" by William J. McCormick, and "The Fifth Horseman" by Robert Hugh Morris.

#### The Ronald Press Co.

##### Travelers:

CHARLES P. CALHOUN (Manager Trade & Text Sales).

HUGH A. STEWART (Eastern).

WESTON W. HILL (Central States).

REGINALD J. BRIGGS (Western States).

HUGH S. PRATT (Pacific Coast).

#### The Saalfield Publishing Co.

##### Travelers:

A. G. SAALFIELD.

BEN SPERO.

GEORGE W. TROYER.

M. G. FIELD.

PAUL W. ROLLEY.

A. J. SAALFIELD, JR.

E. BERGMAN.

The Saalfield Publishing Co. will feature this spring five new series of linen books, four new stencil books, and two new titles in the *Surprise Book Series*. A new "Billy Whiskers" book, "The Fairy Story Book," popular editions of "Black Beauty," "Treasure Island," and "East O' the Sun and West O' the Moon" complete the Saalfield list.

#### W. B. Saunders Co.

The W. B. Saunders Co.'s spring list of medical books containing the following titles: "A System of Pediatrics" edited by Isaac A. Abt; "Collected Papers of the Mayo Clinic" by William J. Mayo; "Principles of Home Nursing" by Emma Louise Mohs; "Exercise in Education and Medicine" by R. Tait McKenzie; "The Surgical Clinics of North America" by leading surgeons; "The Successful Physician" by Verlin C. Thomas; and "Legal Medicine and Toxicology" by Frederick Peterson.

#### Charles Scribner's Sons

##### Travelers:

MELVILLE MINTON (Boston, Philadelphia, Chicago, and large Eastern cities.)

A. S. KNAPP (Detroit, Cleveland, and other large cities of the Middle West.)

C. E. CONNOLLY (Southern territory and smaller cities of Middle West.)

W. O. BAKER (Pacific Coast.)

HARRY BAUER (New York City, New England and smaller cities of New York, Pennsylvania, Ohio and Michigan.)

STERLING GALT, JR. (New York City.)

M. BURDICK (New York City and vicinity.)

The fiction leaders on the Scribner spring list are Arthur Train's novel about the grandchildren of a typical railroad-wrecking "Pirate;" a story of an engineer with Scotch and Mexican blood and their effect on his actions, by Katherine Fullerton Gerould; and a volume of four short novels by J. P. Marquand. Among the non-fiction publications of importance are Winston Churchill's "The World Crisis;" a biography of Cyrus H. K. Curtis by Edward W. Bok; the story of the Irish situation by Shaw Desmond; and Paul Van Dyke's "Catherine de Medicis."



M. B. GOTTLIEB

Studio Bookshop, Birmingham, Ala.

M. B. GOTTLIEB, who started in business in 1920, is a dyed-in-the-wool bookman. Altho but 32 years old he has edited a newspaper, taught school, made steel, and all his life has collected books. He readily gave up his profession of metallurgical engineer to embark in the business of selling books, and has made a big hit. His personality dominates the shop that has been mentioned as "the first real bookshop in the South." If it isn't, he proposes to make it the peer of any in America.

##### FICTION

His Children's Children. Arthur Train.  
Conquistador. Katharine Fullerton Gerould.  
The Marriage Verdict. Frank H. Spearman.  
Through the Wheat. Thomas A. Boyd.  
Four of a Kind. J. P. Marquand.

##### NON-FICTION

The World Crisis. Winston Churchill.  
A Man from Maine. Edward W. Bok.  
From McKinley to Harding. H. H. Kohlsaat.  
The Drama of Sinn Fein. Shaw Desmond.  
Catherine de Medicis. Paul Van Dyke.  
The Return of the Middle Ages. John Corbin.  
Magic Lanterns: Five One-Act Plays. Louise Saunders.

**Thomas Seltzer, Inc.***Travelers:*

WALLACE WACHOB (San Francisco, and Pacific Coast.)

M. COLMAN (East and Middle West.)

Thomas Seltzer announces for spring publication a volume containing three new novelettes



**A. W. DELLQUEST, JR.**

A. W. DELLQUEST, JR., is a very young man but a very well-trained one. Altho only twenty-two years old, he is the proprietor of a lively shop in Los Angeles, which he started less than a year ago. His training in his dad's store in Augusta, Ga., stirred up an ambition to go it alone, and this he is doing with success on the Pacific Coast. While he handles new as well as old books, he makes a specialty of rare and out-of-print items.

by D. H. Lawrence; another novel about "a modern young woman" by Gladys St. John Loe; two novels by Gilbert Cannan; a mystery story by C. Nina Boyle and a volume of life-like sketches of Russian political figures by Louise Bryant.

**FICTION**

The Gentleman From San Francisco and Other Stories. Ivan A. Bunin, Trans. by D. H. Lawrence.

The House of the Beautiful Hope. Robert Stuart Christie.

Out of the Frying Pan. C. Nina Boyle.

Spilled Wine. Gladys St. John Loe.

The Captain's Doll: Three Novelettes. D. H. Lawrence.

Sinbad. C. Kay Scott.

Round the Corner. Gilbert Cannan.

Annette and Bennett. Gilbert Cannan.

**NON-FICTION**

The Nineteen Hundreds. Horace Wyndham.

Mirrors of Moscow. Louise Bryant.

Harry. Neith Boyce.

Studies in Classic American Literature. D. H. Lawrence.

**A. W. Shaw Co.***Travelers:*

THOMAS S. ROCKWELL

The A. W. Shaw spring list includes the following business books: "Applied Business Correspondence" by Herbert Watson; "Some Problems in Current Economics," a brief discussion of the present-day economic conditions which have arisen in the distribution of wages, land rents, interest and profits, by M. C. Rorty; Edmond E. Lincoln's "Applied Business Finance," an outline of the principles of financing which actually arise from day to day in the operation of the average business concern; and William J. Cunningham's "American Railroads: Government Control and Reconstruction Problems," a current commentary on the rapidly changing situations in the operation of American railroads.

**Small, Maynard & Co.**

E. J. VASS (Boston, New York, Philadelphia and Chicago).

WALTER I. LYNCH (Eastern States and Pacific Coast).

Small, Maynard's spring list includes "Maxa," a love story of the Continental stage, by Robert Elson; "Letters of a Self-Made Merchant to His Son" by George Horace Lorimer and "King of the Castle" by Keble Howard, Literary Editor of *Sketch*. Non-fiction leaders are "The Story of Man's Mind" by George Humphrey; "President Obregon—A World Reformer" by Dr. E. J. Dillon; and "The Psychology of Golf" by Leslie Schon.

**FICTION**

The Best Short Stories of 1922. Edward J. O'Brien.

Maxa. Robert Elson.

King of the Castle. Keble Howard.

Letters of a Self-Made Merchant to His Son. G. H. Lorimer.

The Clue of the New Pin. Edgar Wallace.

Stolen Honey. Rachel Swete McNamara.

Restoration. Ethel Sidgwick.

Tyler of Barnet. Bernard Gilbert.

**NON-FICTION**

The Story of Man's Mind. George Humphrey.

President Obregon. E. J. Dillon.

A History of Dreams. A. J. J. Ratcliff.

The Old Drama and the New. William Archer.

Little Plays of St. Francis. Laurence Housman.

Richard Middleton. Henry Savage.

Birth Control, What is It? Lydia Allen De Vilbiss.

The Easy Housekeeping Book. Winnifred Fales.

The Psychology of Golf. Leslie Schon.

**Stanton & Van Vliet Co.***Travelers:*

JOHN R. STANTON (Coast).

JOHN D. MCGREW (East).

L. S. WELLS (Ohio).

C. S. COLE (Middle West).

GEORGE W. WEBSTER (Northwest).

CHARLES SCHWARZ (South).

WILLIAM KLEINTEICH (New England).



**Stewart Kidd***Travelers:*

JOHN G. KIDD (Larger Eastern and Mid-western cities.)

FRANK COOMBS (New York City, New England and the Coast.)

BAKER & TAYLOR Co., New York, and A. C. McCLURG & Co., of Chicago, will also carry the complete line.

*Foreign Representatives are:* Canada, RYERSON PRESS, Toronto; Great Britain and the Colonies, CURTIS BROWN, LTD.; Japan, MARUZEN Co., India, D. P. TARAPOREVALA SONS & Co.

The Stewart Kidd spring leaders are "Auto-camping" by F. E. Brimmer; James A. Henshall's "Book of the Black Bass;" "A Few Figs from Thistles" by Edna St. Vincent Millay and Booth Tarkington's "The Trysting Place," and the following:

Plays for a Folding Theatre. Colin Campbell Clements.

Yniard. John Martin.

Eyes That Cannot See. Albert Gnudtzmann.

In Confidence. Alville Prudz.

Dramatics for School and Community. Claude Merton Wise.

Twenty Contemporary One-Act Plays. Frank Shay.

Nature Lovers' Library, six volumes.

**Frederick A. Stokes Co.***Travelers:*

F. BRETT STOKES (Pacific Coast.)

HENRY F. SAVAGE (New York City, Boston, Philadelphia, Washington, Baltimore, Pittsburgh, and large cities of New England.)

THOMAS F. MAHONY (Chicago and other cities in the Middle West.)

JAMES L. NERNEY (South and smaller cities in the Middle West and East.)

EDWARD G. LARSON (New York City.)

HERBERT P. SPENCER (New York City.)

Fiction on the Stokes spring list includes a new novel by Compton Mackenzie; another story of modern China by Louise Jordan Milne; Harold Bindloss's "The Bush-Ranger"; and Cecil Roberts's "Scissors." Prominent non-fiction publications are four new volumes in the *British Artists Series*; an account of the Chinese drama under the Manchus; a defence of the modern girl by Beatrice Forbes-Robertson Hale and Rosaline Masson's "I can Remember Robert Louis Stevenson."

**FICTION**

The Bush-Ranger. Harold Bindloss.

Wolfville. Alfred Henry Lewis.

The Seven Ages of Woman. Compton Mackenzie.

Mr. and Mrs. Sen. Louise Jordan Milne.

Scissors. Cecil Roberts.

Family. Wayland Wells Williams.

**NON-FICTION**

Wallpaper. Phyllis Sherman.

Romney. Edited by S. C. Kaines Smith.

Lely and Kneller. S. C. Kaines Smith.

Wright of Derby. S. C. Kaines Smith.

Girtin and Bobington. S. C. Kaines Smith.

The Chinese Theatre. Chu-Chia-Chien.

What's Wrong With Our Girls? Beatrice Forbes-Robertson Hale.

The Golden River. Major J. W. Mills and Ianthe Dunbar.

I Can Remember Robert Louis Stevenson. Rosaline Masson.

**Stoll & Edwards Co., Inc.***Travelers:*

JOHN COYLE (West of Chicago and Canada.)

H. S. STOLL (East and South.)

W. M. EDWARDS (Middle West.)

A. WESSELS (New England.)

JAMES B. SYMONS (Australia and New Zealand.)

**George Sully & Co.***Travelers:*

GEORGE SULLY (principal cities East of St. Louis and California).

**T. ALBERT HOOPER**

Manager Desert Book Company, Salt Lake City

T. ALBERT HOOPER, born and bred in Salt Lake City, has been connected with the printing, publishing and bookselling interests of the Mormon Church for the past twenty years. He is a firm believer in advertising, using the daily papers, car cards, billboards and direct mail methods of publicity, and has built up a big business based on service, courtesy and "one price to all," the result of which were greater in 1922 than in any previous year.

WILLIAM H. KLEINTEICH (Middle West).

WILLIAM J. SCHWARZ (New England and South).

**The University of Chicago Press***Travelers:*

DONALD P. BEAN (Large cities.)

R. F. HOLLOWAY (Educational books.)

The spring publications of the University of



Chicago Press cover a large number of subjects in the non-fiction field.

The Physiology of Twinning. Horatio Hackett Newman.  
 The Story of the Maize Plant. Paul Weatherwax.  
 The Antiquity of Disease. Roy L. Moodie.  
 The Moral Life of the Hebrews. J. M. Powis Smith.  
 Dramatization in the Church School. Elizabeth Erwin Miller.  
 The Neighborhood. R. D. McKenzie.  
 Syllabus of American Literature. William T. Hastings.  
 Government in Illinois. Walter F. Dodd and Sue H. Dodd.  
 A Source Book of Physical Nature-Study. Elliot R. Downing.



WILLARD E. POWNER  
 Head of the Charles T. Powner Co.

WILLARD E. POWNER, head of the Charles T. Powner Co., with its chain bookstores in Chicago, Cleveland, Detroit and Los Angeles, started with his father who began business in 1908 when he was far along in middle life. To the senior's courage and love of books the son added organizing ability and a vision that brought success. Upon the death of the founder in 1921, his son became president of the corporation, now capitalized at \$50,000.

#### U. P. C. Book Co.

The U. P. C. Book Co. will be represented by the Arrow Book Co. during the year 1923. Among the architectural publications on the U. P. C. spring list are "Northern Italian Details—1922," a work on the Georgian Period giving information regarding locality and style; and for builders, "Appraiser's and Adjuster's Handbook" by Arthur. Other new books are "Moreton & Hatch Automobile Electrical Systems," "William's and Pile's Automobile Repairman's Helper," Arthur's "New Building Estimator," "Thirty Practical Lessons in Advertising and Selling" by Hubbart, "Blast Furnace and Man-

ufacture of Pig Iron" by Forsythe, Best's "Burning Liquid Fuel," and a new work in plain English, "How to Make Things Electrical."

#### Vir Publishing Co.

PRESIDENT L. M. CROSS of the Vir Publishing Co., will probably make the coast trip this year, leaving about March 1st and stopping at some of the leading cities in the near East and West.

#### Frederick Warne & Co.

##### Travelers:

DESMOND FITZGERALD (Pacific Coast and Far West.)  
 JAMES L. CROWDER (Chicago, Omaha and Middle West.)  
 FRANK A. COOMBS (South.)  
 ARTHUR L. TREBLE (New York, Boston, Philadelphia and the East.)

Frederick Warne & Co.'s program for the spring will include a re-issue of the *Aunt Louisa Favorite Instruction Books*, 6 titles, each with 4 modern full page colored plates and numerous original black and white illustrations; a new series of 12 titles in boards entitled the *Playhour Picture Books* with colored plates and original black and white illustrations; and "Bird Haunts and Nature Memories," by T. A. Coward, author of "Birds of the British Isles."

#### W. J. Watt & Co.

##### Travelers:

W. J. WATT (large cities of the East.)  
 HOWARD WATT (Middle West.)  
 W. W. WACHOB (Pacific Coast.)

W. J. Watt & Company will have as their spring leaders: Blanche Upright's new novel, "The Losing Gain" and "The Autocrat" by Pearl Doles Bell. In addition, they will feature: "The Devil's Chaplain" by George Bronson-Howard, "June Gold" by George Goodchild, and "The River Road" by Charles Hamilton Thompson.

#### Albert Whitman & Co.

##### Travelers:

C. E. CURTIS (Middle West, Southwest.)  
 WALKER THORNE (Pacific Coast.)  
 ALBERT WHITMAN (Large cities of the East, Middle West and New England.)  
 C. R. GRIMM (Eastern Ohio, Pennsylvania, New York, New Jersey, and Southeastern States.)  
 BENJAMIN M. NETT (Northern Middle West.)

The Whitman list for spring contains the titles of new stories by Carolyn Sherwin Bailey, "Surprise Stories," "Reading Time Stories," and "In and Out-Door Playgames,"

"Open Air Stories" by Clara J. Denton; Ida C. Mirriam's "Washington Boyhood"; and some half dozen new books by Laura Rountree Smith.

#### W. A. Wilde Co.

##### Travelers:

W. J. SANFORD.  
R. W. KENDALL (Eastern trade from Boston office).  
H. S. ELLIOTT (Pacific Coast).

#### The John C. Winston Co.

##### Travelers:

JOHN R. FRASER.  
B. F. HITCHENS.  
ELMER E. JONES.  
W. O. SHEPHERD.  
R. G. KORNBAU.  
JOHN L. WHITE.  
E. A. MERRIAM.  
JULIUS MEYER.  
CHAS. F. KINT, JR.  
A. O. MORSE.  
ALBERT E. ALDRIDGE.  
W. M. CURREN (Canadian Branch).

The John C. Winston Co. will issue this spring a new line of Black Face Type Text, Reference and Teachers' Self-Pronouncing Bibles in the *International Series*; Mrs. Fryer's "Loose-Leaf Cook Book," and many new titles will be added to the line of juvenile and holiday books.

#### The Womans Press

##### Travelers:

CORNELIA BAIRD (New York City.)

The leading spring publications of the Womans Press are books by Abbie Graham and Dr. Lyman Abbott. "Ceremonials" by Abbie Graham tells of the Ceremonials of Miss Graham's year—the lighting of the first fall fire, the marking of beautiful paths so that others may enjoy them, and all the other things she likes to do. Dr. Lyman Abbott's "Lenten Meditations" is a collection of essays useful for Bible classes or study groups desiring special material for the Lenten season.

#### Yale University Press

##### Travelers:

R. V. COLEMAN (New York, Detroit, Chicago.)  
L. P. SOULE (East of Chicago.)  
F. A. COOMBS (West of Chicago.)

Yale University Press leaders are: "Origin and Evolution of Religion" by Prof. E. Washburn Hopkins; "The Earth and the Sun," an hypothesis of weather and sunspots, by Ellsworth Huntington; George Bird Grinnell's "The Cheyenne Indians"; "Poems of Arthur O'Shaughnessy" selected by William Alexander Percy; and lectures delivered at Yale University during 1920-1921, "The Development of the Sciences," by Lorande Loss Woodruff.

## Directory of Traveling Salesmen of the Book-Trade

Adams, J. Sidney, *Samuel Gabriel Sons & Co.*  
Adams, L. W., *Lothrop, Lee & Shepard Co.*  
Albrecht, W. P., *Macmillan Co.*  
Aldridge, Albert E., *J. C. Winston Co.*  
Allen, Tom, *M. A. Donohue & Co.*  
Allison, Henry L., *G. P. Putnam's Sons.*  
Amis, G. William, *Harcourt, Brace & Co.*  
Anderson, Phillip M., *G. P. Putnam's Sons.*  
Anderson, Robert Gordon, *G. P. Putnam's Sons.*  
Apeler, John H., *Moffat, Yard & Co.*  
Archer, Leon B., *Cosmopolitan Book Corporation.*  
Atwood, M. S., *Laird & Lee, Inc.*  
Austin, Frank, *Milton Bradley Co.*  
Avery, T. M., *Funk & Wagnalls Co.*  
Bachmann, George F., *Thomas Nelson & Sons.*  
Badger, Gordon R., *Four Seas Co.*  
Baird, Cornelia, *The Womans Press.*  
Baker, Ellis K., *J. B. Lippincott Co.*  
Baker, Harris W., *G. & C. Merriam Co.*

Baker, H. S., *Bobbs-Merrill Co.*  
Baker, W. O., *Charles Scribner's Sons.*  
Ballard, Richard W., *Samuel Gabriel & Sons.*  
Barse, Horace H., *Barse & Hopkins.*  
Barse, William J., *Barse & Hopkins.*  
Barthelenghi, Peter, *Baker & Taylor Co.*  
Bauer, Harry C., *Charles Scribner's Sons.*  
Bauer, J. J., *Abingdon Press.*  
Bayer, F. F., *Oxford University Press.*  
Bean, Donald P., *University of Chicago Press.*  
Beebe, G. H., *Funk & Wagnalls Co.*  
Bell, James J., *Cosmopolitan Book Corporation.*  
Bell, John A., *Century Co.*  
Bell, W. C., *Nicholas L. Brown.*  
Bellamy, Edward T., *Grosset & Dunlap.*  
Benoit, Clement F., *Reilly & Lee Co.*  
Bentley, Frank J., *Grosset & Dunlap.*  
Bergey, William M., *Grosset & Dunlap.*  
Bergman, E., *Saalfeld Pub. Co.*  
Betts, A. L., *Abingdon Press.*

- Betts, Mrs. Bert, *Abingdon Press*.  
 Blake, James D., *Harper & Bros.*  
 Boedeker, E. F., *M. A. Donohue & Co.*  
 Bond, Raymond T., *Dodd, Mead & Co.*  
 Brady, George, *Milton Bradley Co.*  
 Brama, Frederick W., *Oxford University Press*.  
 Briggs, D. W., *Fleming H. Revell Co.*  
 Briggs, Reginald J., *Ronald Press*.  
 Britton, Sumner H., *Charles E. Graham & Co.*  
 Britton, W. A., *George H. Doran Co.*  
 Brown, Nicholas L., *Nicholas L. Brown*.  
 Bruce, Ernest J., *T. Y. Crowell Co.*  
 Bruce, Frank, *Houghton Mifflin Co.*  
 Burdick, M., *Charles Scribner's Sons*.  
 Burger, Adam, *Harper & Bros.*  
 Burt, E. F., *A. L. Burt Co.*  
 Burt, John M., *A. L. Burt Co.*  
 Caldwell, Braden, *Reilly & Lee Co.*  
 Caldwell, H. M., *Cupples & Leon, and George Sully & Co.*  
 Caldwell, William M., *Samuel Gabriel Sons & Co.*  
 Calhoun, Charles P., *Ronald Press*.  
 Capeller, George, *Milton Bradley Co.*  
 Carew, H. D., *B. J. Brimmer Co.*  
 Carlon, Frederick A., *Funk & Wagnalls Co.*  
 Carrel, H. E., *Funk & Wagnalls Co.*  
 Carroll, Joseph V., *Houghton Mifflin Co.*  
 Carruthers, R. U., *A. L. Burt & Co., James Pott & Co.*  
 Chase, William G., *James Pott & Co.*  
 Clagett, Thomas H., *J. B. Lippincott Co.*  
 Clinch, F. A., *D. Appleton & Co.*  
 Cobb, A., Jr., *Automobile Blue Book Co.*  
 Cole, C. S., *Stanton & Van Vliet Co.*  
 Coleman, R. V., *Yale University Press*.  
 Collins, J. T., *Macmillan Co.*  
 Colman, M., *Thomas Seltzer Inc.*  
 Condit, Brian C., *Funk & Wagnalls Co.*  
 Connolly, C. E., *Charles Scribner's Sons*.  
 Connon, W. F., *Laird & Lee Inc.*  
 Connor, William, *Milton Bradley Co.*  
 Conrath, Charles A., *Samuel Gabriel Sons & Co.*  
 Cook, Howard W., *Moffat, Yard & Co.*  
 Coombs, Frank A., *Boni & Liveright, Inc., Brentano's, Edward J. Clode, N. W. Henley Pub. Co., James A. McCann Co., Stewart Kidd, Frederick Warne & Co., Yale University Press*.  
 Corrigan, J. W., *George H. Doran Co.*  
 Cowles, Roger S., *Little Brown & Co.*  
 Coyle, John, *Cupples & Leon, Isaac Pitman & Sons, Stoll & Edwards Co.*  
 Crofoot, Russell, *Robert M. McBride Co.*  
 Cross, L. M., *Vir Publishing Co.*  
 Crowder, James L., *Atlantic Monthly Press, Boni & Liveright, Brentano's, A. C. McClurg & Co., Frederick Warne & Co.*  
 Cummings, E. L., *Milton Bradley Co.*  
 Cummings, J. A., *Grosset & Dunlap*.  
 Cunningham, Herbert C., *Thomas Nelson & Sons*.  
 Curran, B. F., *D. Appleton & Co.*  
 Curren, William M., *J. C. Winston Co.*  
 Curtis, C. E., *Albert Whitman & Co.*  
 Darst, S. H., *Reilly & Lee Co.*  
 Davidson, Irving, *Grosset & Dunlap*.  
 Davis, George M., *C. S. Hammond & Co.*  
 Deaton, Ben F., *Grosset & Dunlap*.  
 Deaton, G. H., *Grosset & Dunlap*.  
 Dennis, Harry, *Grosset & Dunlap*.  
 DeWitt, Walter G., *Cupples & Leon*.  
 Diamond, S. S., *M. A. Donohue & Co.*  
 Dickerson, W. T., Jr., *Thomas Nelson & Sons*.  
 Dixon, Frank C., *T. Y. Crowell Co.*  
 Donaldson, P. C., *F. J. Drake & Co.*  
 Dorrance, W. H., *Dorrance & Co., Inc.*  
 Dorsey, S. L., *Dodge Publishing Co.*  
 Douglass, Mortimer, *E. P. Dutton & Co.*  
 Downing, E., *Milton Bradley Co.*  
 Drake, H. R., *George H. Doran Co.*  
 Duncan, Elbert B., *Atlantic Monthly Press*.  
 Dunlap, Edward P., *Grosset & Dunlap*.  
 Dunlap, H. B., *Longmans, Green & Co.*  
 Duryea, Charles R., *James Pott & Co.*  
 Early, P. H., *Page Co.*  
 Edwards, W. M., *Isaac Pitman & Sons, Stoll & Edwards Co.*  
 Egan, Lester, *Baker & Taylor Co.*  
 Eldridge, Paul R., *Funk & Wagnalls*.  
 Ellingwood, J. T., *A. L. Burt Co.*  
 Elliott, Hugh S., *Atlantic Monthly Press, Bobbs-Merrill Co., Congregational Publishing Society, W. A. Wilde Co.*  
 Emery, C. M., *Automobile Blue Book Co.*  
 Farrell, Richard G., *Abingdon Press*.  
 Fenno, R. F., *Norman Henley Pub. Co.*  
 Field, M. G., *Saalfeld Pub. Co.*  
 Fitsimmons, Cortland, *Baker & Taylor Co.*  
 Fitzgerald, Desmond, *Boni & Liveright, Grosset & Dunlap, Henry Holt & Co., B. W. Huebsch, A. A. Knopf, Frederick Warne & Co.*  
 Floyd, Albert, *Milton Bradley Co.*  
 Fly, H. K., *H. K. Fly Co.*  
 Foss, R. J., *M. A. Donohue & Co.*  
 Fraser, John R., *John C. Winston Co.*  
 Fredenburgh, Theodore, *Houghton Mifflin Co.*  
 French, Watson M., *Barse & Hopkins*.  
 Furman, Edward I., *Macaulay Co.*  
 Furman, L. S., *Macaulay Co.*  
 Gabriel, A. R., *Samuel Gabriel Sons & Co.*  
 Gabriel, B. A., *Samuel Gabriel Sons & Co.*  
 Gallon, M. F., *Cupples & Leon*.  
 Galt, Sterling, Jr., *Charles Scribner's Sons*.  
 Gaskill, Herbert M., *J. B. Lippincott Co.*  
 Gausa, R. W., *Rand, McNally & Co.*  
 Geer, George H., Jr., *Houghton Mifflin Co.*  
 Gehrs, August H., *Harcourt, Brace & Co.*  
 Giffin, Charles G., *E. P. Dutton & Co.*  
 Gittens, Claude H., *Harper & Bros.*



- Glass, S. S., *Automobile Blue Book Co.*  
 Glenney, William P., *Dodge Pub. Co.*  
 Goodchild, Frederick D., *Four Seas Co.*  
 Goodwin, Joseph E., *Rand, McNally & Co.*  
 Goubeaud, W. P., *Doubleday, Page & Co.*  
 Graham, Alan H., *Charles E. Graham & Co.*  
 Graham, C. E., *Charles E. Graham & Co.*  
 Graham, Robert H., *Grosset & Dunlap.*  
 Granlees, William S., *Funk & Wagnalls Co.*  
 Greene, Joseph F., *Little, Brown & Co.*  
 Grimm, C. R., *Albert Whitman & Co.*  
 Gross, G. H., *Henry Altemus Co.*  
 Grosset, Garnet W., *Grosset & Dunlap.*  
 Grosset, Phillip, *Grosset & Dunlap.*  
 Guck, Frank J., *Oxford University Press.*  
 Haldane, William, *Barse & Hopkins.*  
 Hallam, Frederick W., *James Pott & Co.*  
 Hamilton, J. J., *Thomas Nelson & Sons.*  
 Hammen, Arthur J., *Oxford University Press.*  
 Hamming, Andrew, *M. A. Donohue & Co.*  
 Hammond, Robert S., *C. S. Hammond & Co.*  
 Harper, Henry T., *Laird & Lee, Inc.*  
 Harris, Fred M., *Abingdon Press.*  
 Harris, Harry Wilde, *Alfred A. Knopf, Inc.*  
 Hass, Harry P., *Baker & Taylor Co.*  
 Hatfield, John R., *A. L. Burt Co.*  
 Hays, R. N., *George H. Doran Co.*  
 Heaney, Joseph V., *Oxford University Press.*  
 Heikel, Emil, *D. Appleton & Co.*  
 Henry, F. C., *Doubleday, Page & Co.*  
 Henry, George, *B. J. Brimmer Co.*  
 Herren, Joe M., *Atlantic Monthly Press.*  
 Hill, John W., *Fleming H. Revell Co.*  
 Hill, Weston W., *Ronald Press.*  
 Hitchens, B. F., *John C. Watson Co.*  
 Hitechew, W. H., *Funk & Wagnalls Co.*  
 Hobby, George R., *T. Y. Crowell Co.*  
 Hodge, Philip G., *The Macmillan Co.*  
 Holden, Raymond, *The Macmillan Co.*  
 Holloway, R. F., *Univ. of Chicago Press.*  
 Holt, Guy, *Robert M. McBride Co.*  
 Hope, Frederick, *B. W. Huebsch.*  
 Hopkins, Irving G., *Barse & Hopkins.*  
 Hopkins, John H., *Barse & Hopkins.*  
 Hopkins, W. T., *Doubleday, Page & Co.*  
 Imhoff, Fred, *Milton Bradley Co.*  
 Jasper, Theodore A., *A. L. Burt Co.*  
 Jenkins, Samuel A., *Grosset & Dunlap.*  
 Johnson, G. H., *E. J. Clode.*  
 Johnson, T. C., *C. E. Graham & Co.*  
 Jones, A. Marshall, *Marshall Jones Co.*  
 Jones, Elmer E., *John C. Winston Co.*  
 Jones, Frank, *Little, Brown & Co.*  
 Jones, George, W., Jr., *Dodd, Mead Co.*  
 Jordan, Clarence E., *A. L. Burt Co.*  
 Keiser Harry F., *Abingdon Press.*  
 Kendall, R. W., *Congregational Publishing Society, W. A. Wilde Co.*  
 Ketcham, Edward C., *Grosset & Dunlap.*  
 Kidd, John G., *Stewart Kidd.*  
 Kinsey, H. C., *Cosmopolitan Book Corporation.*  
 Kint, Charles F., Jr., *John C. Winston Co.*  
 Kleinteich, William H., *George Sully & Co., Stanton & Van Vliet Co.*  
 Knapp, A. S., *Charles Scribner's Sons.*  
 Korbel, Charles, *Oxford University Press.*  
 Kornbau, R. G., *J. C. Winston Co.*  
 Krauss, Fred., *Penn Publishing Co.*  
 Kyle, Thomas F., *Thomas Nelson & Sons.*  
 Lamb, Harry M., *Rana, McNally & Co.*  
 Larson, Edward G., *F. A. Stokes Co.*  
 Laurie, A., *Milton Bradley Co.*  
 Lea, George J., *Reily & Lee Co.*  
 Lederer, Earl F., *Harper & Bros.*  
 Lee, W. F., *Reilly & Lee Co.*  
 Leussler, Harold, *Houghton Mifflin Co.*  
 Lewis, Howard C., *Dodd, Mead & Co.*  
 Lewis, J. Russell, *Dodd, Mead & Co.*  
 Loring, Percy A., *Medici Society of America, James A. McCann Co.*  
 Lottman, F. T., *James Pott & Co.*  
 Lyons, Michael, *Samuel Gabriel Sons & Co.*  
 McCann, James A., *J. A. McCann Co.*  
 McCay, J. W., *Doubleday, Page & Co.*  
 MacFadyen, D. I., *Oxford University Press.*  
 McGrew, John D., *Stanton & Van Vliet Co.*  
 McInnis, William A., *Milton Bradley Co.*  
 McKay, Alexander, *David McKay.*  
 MacKay, George L., *Grosset & Dunlap.*  
 McKay, James S., *David McKay.*  
 McKeachie, William S., *Baker & Taylor Co.*  
 McLaren, I. E., *Funk & Wagnalls Co.*  
 MacLaren, Thomas, *Thomas Nelson & Sons.*  
 McLean, J. M., *M. A. Donohue & Co.*  
 McNally, Raymond A., *A. C. McClurg & Co. Rand, McNally & Co.*  
 McNeil, H. J., *Milton Bradley Co.*  
 Macrae, D. L., *George W. Jacobs & Co.*  
 Maddock, William H., *G. & C. Merriam Co.*  
 Mahony, Thomas F., *Frederick A. Stokes & Co.*  
 Malloy, James V., *Cosmopolitan Book Corporation.*  
 Meagher, W. E., *Harper & Bros.*  
 Melvin, Charles, *Milton Bradley Co.*  
 Mendel, Richard, *Baker & Taylor Co.*  
 Merriam, E. A., *John C. Winston Co.*  
 Messner, Julian, *Boni & Liveright.*  
 Meyer, Julius, *John C. Winston Co.*  
 Mezger, William L., *James Pott & Co.*  
 Mill, Michael, *Barse & Hopkins.*  
 Miller, Lewis, *Platt & Munk Co.*  
 Minton, Melville, *Charles Scribner's Sons.*  
 Mook, William H., Jr., *F. H. Revell Co.*  
 Morehouse, Edward, *Harcourt, Brace & Co.*  
 Morse, A. O., *J. C. Winston Co.*  
 Mullen, John J., *A. A. Knopf.*  
 Munk, Alexander, *Platt & Munk Co.*  
 Munk, Arnold H., *Platt & Munk Co.*  
 Munroe, Robert C., *G. & C. Merriam Co.*  
 Nemoide, H. M., *M. A. Donohue & Co.*  
 Nerney, James L., *Frederick A. Stokes Co.*  
 Nett, Benjamin M., *Albert Whitman & Co.*  
 Northcote, Harold J., *Abingdon Press.*  
 Nott, Harry E., *Milton Bradley Co.*

- Nunan, F. J. T., *A. L. Burt Co.*  
 O'Connell, David J., *Funk & Wagnalls Co.*  
 O'Connell, John, *Harper & Bros.*  
 O'Kane, W. E., *Dodge Publishing Co.*  
 Olsen, Hobart T., *F. H. Revell Co.*  
 Owen, Frederick W., *Century Co.*  
 Pafford, H. E., *Funk & Wagnalls Co.*  
 Page, C. S., *Milton Bradley Co.*  
 Palmer, Parker C., *American Baptist Pub. Soc.*  
 Patella, Edward, *Grosset & Dunlap.*  
 Pierce, Andrew D., *Little, Brown & Co.*  
 Pike, Theodore, F., *Longmans, Green & Co.*  
 Poggenburg, R. P., *The Macmillan Co.*  
 Porter, Edgar W., *E. P. Dutton & Co.*  
 Post, J. B., *Doubleday, Page & Co.*  
 Pottinger, David T., *Harvard University Press.*  
 Powers, George, *Four Seas Co.*  
 Powers, H. T., *Milton Bradley Co.*  
 Pratt, Hugh S., *Ronald Press.*  
 Prescott, Kenneth A., *Milton Bradley Co.*  
 Quackenbush, George H., *D. Appleton & Co.*  
 Rauch, N., *M. A. Donohue & Co.*  
 Reed, Hugh B. II, *Princeton University Press*  
 Reichart, R. R., *Alfred A. Knopf, Inc.*  
 Revell, Fleming H., Jr., *F. H. Revell Co.*  
 Rittenhouse, George F., *Baker & Taylor Co.*  
 Ritt, John J., *Abingdon Press.*  
 Roberts, J., *Milton Bradley Co.*  
 Roberts, James L., *A. L. Burt Co.*  
 Robinson, W. Cameron, *Page Co.*  
 Roche, Alvin P., *Page Co.*  
 Rockwell, Thomas S., *A. W. Shaw Co.*  
 Roe, Charles M., *George H. Doran Co.*  
 Rolley, Paul W., *Saalfeld Pub. Co.*  
 Ross, George, *Cupples & Leon.*  
 Saalfeld, Albert G., *Saalfeld Pub. Co.*  
 Saalfeld, A. J., Jr., *Saalfeld Pub. Co.*  
 Sanford, W. J., *W. A. Wilde Co.*  
 Savage, Henry F., *Frederick A. Stokes Co.*  
 Schlemmer, Carl W., *Grosset & Dunlap.*  
 Schumacher, K., *Milton Bradley Co.*  
 Schwarz, Charles, *Stanton & Van Vliet.*  
 Schwarz, William J., *George Sully & Co.*  
 Seiffert, G. V., *Doubleday, Page & Co.*  
 Shepard, W. A., *Medici Society of America.*  
 Shepherd, W. O., *John C. Winston Co.*  
 Sheppard, Thomas A., *Grosset & Dunlap.*  
 Shoemaker, Charles E., *Penn Publishing Co.*  
 Shoemaker, Frank W., *Penn Publishing Co.*  
 Short, Winthrop C., *G. & C. Merriam Co.*  
 Siegel, William S., *Albert Whitman & Co.*  
 Silver, W. W., *James Pott & Co.*  
 Simon, Richard L., *Boni & Liveright, Inc.*  
 Sleeper, F. J., *Milton Bradley Co.*  
 Sloane, Francis J., *Nicholas L. Brown, Dorrance & Co., Inc., Duffield & Co.*  
 Smith, J. J., *Doubleday, Page & Co.*  
 Smith, Thomas J., *G. P. Putnam's Sons.*  
 Snyder, Harry M., *Cosmopolitan Book Corp., Grosset & Dunlap, A. A. Knopf, Princeton University Press.*  
 Solomon, Louis, *Dodge Publishing Co.*  
 Soule, L. P., *Yale University Press.*  
 Spalding, Fred, *Milton Bradley Co.*  
 Spencer, Herbert P., *Frederick A. Stokes Co.*  
 Spero, Ben, *Saalfeld Publishing Co.*  
 Stanton, John R., *Stanton & Van Vliet Co.*  
 Steele, Charles B., *A. L. Burt Co., Thomas Pott & Co.*  
 Steers, Joseph B., *Page Co.*  
 Stewart, Hugh A., *Ronald Press.*  
 Stokes, F. Brett, *Frederick A. Stokes Co.*  
 Stoll, H. S., *Stoll & Edwards Co.*  
 Stone, Charles S., *Samuel Gabriel Sons & Co.*  
 Strnad, John, *C. S. Hammond & Co.*  
 Sully, George, *George Sully & Co.*  
 Sully, Harry W., *C. E. Graham & Co.*  
 Thompson, Catharine R., *Dorrance & Co.*  
 Thorne, Walker, *Albert Whitman & Co.*  
 Thornhill, Arthur H., *Little, Brown & Co.*  
 Tietz, Harry W., *Thomas Nelson & Sons.*  
 Tilley, Richard F., *Lothrop, Lee & Shepard Co.*  
 Treble, Arthur L., *Frederick Warne & Co.*  
 Trenkle, Charles J., *Macmillan Co.*  
 Troyer, George W., *Saalfeld Publishing Co.*  
 Tulley, Walter P., *Houghton Mifflin Co.*  
 Tulp, Peter A., *Funk & Wagnalls Co.*  
 Ulrich, Arthur A., *Oxford University Press.*  
 Unold, M. A., *The Macmillan Co.*  
 Van Nostrand, L., *Milton Bradley Co.*  
 Vass, Edward J., *Small, Maynard & Co.*  
 Vaughan, L. B., *Frederick J. Drake & Co.*  
 Vose, John C., *A. L. Burt Co.*  
 Wachob, Wallace W., *Duffield & Co., Longmans, Green & Co., Robert M. McBride Co. Moffat, Yard & Co., Thomas Seltzer, Inc., A. W. Shaw Co., W. J. Watt & Co.*  
 Walker, Stanley Ward, *Henry Holt & Co.*  
 Warren, Frank Dale, Jr., *Princeton University Press.*  
 Watt, Howard, *W. J. Watt & Co.*  
 Watt, W. J., *W. J. Watt & Co.*  
 Watts, T. M., *The Macmillan Co.*  
 Webster, George W., *Stanton & Van Vliet*  
 Welker, Leon, *D. Appleton & Co.*  
 Wells, L. S., *Laird & Lee, Inc., Stanton & Van Vliet Co.*  
 Wessels, A., *A. C. McClurg & Co., Isaac Pitman & Sons, Stoll & Edwards Co.*  
 Wheelock, George L., *Century Co.*  
 White, John L., *John C. Winston Co.*  
 Whitman, Albert, *Albert Whitman Co.*  
 Williams, Arnold E., *Grosset & Dunlap.*  
 Williams, C. L., *Funk & Wagnalls Co.*  
 Witsil, John T., *Brentano's.*  
 Wittig, Leon S., *Grosset & Dunlap.*  
 Wolfman, Sydney, *Samuel Gabriel Sons & Co.*  
 Zahn, G. H., *Funk & Wagnalls Co.*  
 Zerbe, Arthur J., *C. E. Graham & Co., Laird & Lee, Inc., Platt & Munk Co.*  
 Ziegler, E. H., *George H. Doran Co.*



# Department Store Buyers of Books

## ALABAMA

*Birmingham.*—Loveman, Joseph, & Loeb.  
(Henry Baruch.)  
*Florence.*—B. A. Rogers & Bro. (J. T. Simmons.)  
*Mobile.*—L. Hammel D. G. Co. (B. Strauss.)  
*Montgomery.*—Mongomery Fair. (Miss C. Crenshaw.)

## ARKANSAS

*Fort Smith.*—Boston Store Dry Goods Co. (G. E. Berson.)  
*Little Rock.*—Gus Blass Co. (G. H. Metzger.)  
—Pfeifer Bros.

## CALIFORNIA

*Berkeley.*—I. F. Fink & Son.  
*Fresno.*—E. Gottschalk & Co., Inc (G. G. Oliver.)  
*Los Angeles.*—Broadway Dept. Stores. (E. J. Moriarity.)  
—Bullock's Dept. Store.  
—Beeman & Hendee, Inc.—"The Baby Store."  
(Miss N. A. Hendee.)  
—Faris Walker Co. (L. G. Weed.)  
—A. Hamburger & Sons, Inc. (E. H. Dart.)  
—J. W. Robinson Co. (Philip E. Kubel.)  
*Oakland.*—H. C. Capwell Co. (Smith Bros. Mrs. W. C. Gilkerson.)  
—Kahn's (Otto Herschman.)  
*Pasadena.*—T. W. Mather Co. (Mrs. F. D. McKeand.)  
*Sacramento.*—Weinstock Lubin & Co. (Samuel Levinson.)  
*San Francisco.*—The Emporium. (J. W. Stacey.)  
—Raphael Weill & Co., Inc. (Miss M. Jacobs.)  
—City of Paris Dry Goods Co. (E. P. Nunan.)  
—Hale Bros., Inc. (J. P. Edwards.)  
—O'Connor-Moffatt & Co. (L. H. Artieres.)  
*San Jose.*—O. A. Hale & Co. (Lawrence Ellis.)  
*Stockton.*—Stockton D. G. Co.  
*Willows.*—Hochheimer & Co. (F. H. Reynolds.)

## COLORADO

*Colorado Springs.*—Grimwood's (Mrs. A. E. Grimwood.)  
*Denver.*—Daniels & Fisher Stores Co. (Mrs. Oran C. Miller.)  
—Denver Dry Goods Co. Hugh Shields.)  
—Golden Eagle Dry Goods Co. (Max M. Heller.)  
—A. Lewis & Son Dry Goods Co. (Mrs. K. D. Hurd.)  
*Pueblo.*—The Crew-Beggs Dry Goods Co. (D. P. Miller.)  
—The Colorado Supply Co. (Mr. Bowen.)

*Trinidad.*—Jamieson House Furnishing Co.  
(Harry Joyce.)

## CONNECTICUT

*Bridgeport.*—Howland Dry Goods Co. (Mrs. M. B. Gill.)  
—D. M. Read Co. (Mrs. J. R. Langshaw.)  
*Derby.*—Howard & Barber Co. (Charles A. Cook.)  
*Guilford.*—Nelson H. Griswold.  
*Hartford.*—Brown, Thomson & Co. (J. M. Rourke.)  
—G. Fox & Co. (Mrs. K. M. Klean.)  
—Wise, Smith & Co. (Miss M. Rooney.)  
*New Britain.*—"The Fair." (S. M. Davidson.)  
*New Haven.*—The Edward Malley Co. (J. B. Maher.)  
—Mendel's. (A. Mendel.)  
—Shartenberg's. (A. R. Womrath.)  
*New London.*—The S. A. Goldsmith Co. (N. Dreyfus.)  
—James Hislop & Co. (Robert Holt.)  
*Norwich.*—Porteous & Mitchell. (Mr. McGrath.)  
—Reid & Hughes Co. (G. R. Gifford.)  
*Norwalk.*—Tristram & Hyatt. (L. Hyatt.)  
*South Manchester.*—J. W. Hale Co. (F. H. Anderson.)  
*Stamford.*—The C. O. Miller Co. (Mr. De Camp.)  
*Torrington.*—W. W. Mertz Co. (W. W. Mertz.)  
*Waterbury.*—Curran Dry Goods. (H. Bannon.)  
—The Howland-Hughes Co. (Mr. Burnham.)  
*Willimantic.*—H. C. Murray Co. (James Bath.)

## DELAWARE

*Wilmington.*—Lippincott & Co. (E. C. Killen.)  
—Snellenberg & Co.

## DISTRICT OF COLUMBIA

*Washington.*—S. Kann Sons Co. (S. L. Nye.)  
—Woodward & Lothrop. (F. E. Woodward.)  
—Palais Royal. (Mrs. A. Lanning.)

## FLORIDA

*Bradentown.*—The Montgomery Roberts Co.  
(R. G. Roberts.)  
*Jacksonville.*—The Covington Co.  
—Cohen Brothers. (John Meeks.)  
*Orlando.*—The Yowell-Drew Co. (W. T. Buice.)  
*Miami.*—E. B. Douglas Co. (Miss T. Thayer.)  
*Tampa.*—Maas Bros. (E. C. De Pury.)

## GEORGIA

*Athens.*—Michael Brothers. (M. G. Michael.)  
*Atlanta.*—M. Rich & Bro. Co. (F. A. Sherom.)  
—Chamberlin-Johnson Du Bose Co. (Mrs. M. Russell.)



*Augusta.*—J. B. White & Co. (R. B. Smith.)  
*Columbus.*—J. A. Kirven Co. (George Sheram.)  
*Savannah.*—Leopold Adler. (Leo W. Regan.)

## IDAHO

*Boise.*—Blake's Variety Stores Inc. (Thomas Blake.)  
*Weiser.*—People's Variety Store.

## ILLINOIS

*Canton.*—Worther-McAllister Co.  
*Champaign.*—W. Lewis & Co. (Herman Lewis.)  
*Downers Grove.*—H. E. McAllister & Co.  
*Chicago.*—Boston Store. (P. B. Smith.)  
 —Butler Bros., Wholesalers. (G. M. Coy.)  
 —Carson, Pirie, Scott & Co. (Ralph B. Henry.)  
 —"The Fair." (Western Book and Stationery Co.)  
 —Marshall Field & Co. (Mrs. Marcella Burns-Hahner.)  
 —Sol. Klein. (B. Warshawsky.)  
 —Sears, Roebuck & Co. (Geo. R. Bingham.)  
 —Mandel Bros. (D. H. Davis.)  
 —Rothschild Bros. (Western Book and Stationery Co.)  
 —Spurgeon Mercantile Co. (Mr. Spurgeon.)  
 —Montgomery Ward & Co. (Duke Hill.)  
 —W. A. Wieboldt & Co. (Roy L. Haines.)  
*Danville.*—Meis Bros. Dept. Store. (Gus Meis.)  
*Decatur.*—Lin & Struggs Dry Goods Co. (B. L. Weaver.)  
*Elgin.*—Ackemann Bros. (Miss Jennie Miller.)  
*Evanston.*—Lord's Inc. (Mrs. A. B. McCullough.)  
*Galesburg.*—O. T. Johnson Co. (G. G. Hampton.)  
*Hinsdale.*—Hinsdale Dry Goods Co.  
*Hoopeston.*—McAllister-Worthen Co.  
 —Hoopeston Dept. Store. (Mr. Ost.)  
*Kankakee.*—The Chicago Store. (E. Mock.)  
*Kewanee.*—W. H. Lyman & Co. Inc. (F. H. Bourne.)  
*La Grange.*—McAllister-Pittsford Co.  
*Moline.*—The Fisk & Loosley Co. Inc. (E. L. Nordgren.)  
*Monmouth.*—E. B. Colwell Co. (Mrs. Glasgow.)  
*Paris.*—Jones Dry Goods Co. (W. Hoenig.)  
*Paxton.*—Paxton Dry Goods Co.  
*Peoria.*—Block & Kuhl Co. (Miss Louise McGinty.)  
 —P. A. Bergner & Co. (Miss Adele Burton.)  
*Rock Island.*—L. S. McCabe & Co. (B. E. Scott.)  
 —Young & McCoombs Co-operative Store Co. (Miss A. Kilpatrick.)  
*Rockford.*—Hess Bros. & Co. (Mrs. P. A. Peterson.)  
*Streator.*—D. C. Murray Co. (D. C. Murray.)

*Wheaton.*—Pittsford Dry Goods Co. (W. J. Pittsford.)

## INDIANA

*Bloomington.*—The Wicks Co. (Otto Rott.)  
*Crawfordsville.*—Graham Department Store. (G. D. Johnson.)  
*Elkhart.*—H. B. Sykes Co. (Burt Sykes.)  
*Evansville.*—Fowler, Dick & Walker. (James R. Duncan.)  
*Ft. Wayne.*—Steele-Meyers Co.  
 —Wolf & Dessauer. (Miss Julia M. Chambers.)  
 —Beadell & Co., The People's Store. (Henry Beadell.)  
*Hammond.*—Kaufman & Wolf. (Chas. P. Green.)  
*Indianapolis.*—Pettis Dry Goods Co.  
 —L. S. Ayres & Co. (Miss Grace Thompson.)  
 —Block, Wm. H., Co. (Leo Schoen.)  
*Kokomo.*—Thalman & Levi. (J. S. Levi.)  
*Lafayette.*—Loeb & Hene Co. (Samuel M. Loeb.)  
 —M. Schultz.  
*Madison.*—Daily & Roth. (Mr. Daily.)  
*Rushville.*—R. H. Jones Co. (Harry Hillibold.)  
*South Bend.*—Ellsworth Store (M. Krau.)  
 —Brandon, Durrell Co. (E. Hagey.)  
*Terre Haute.*—A. Herz. (Miss Mayme Henry.)  
 —Kleeman Dry Goods Co. (M. Kleeman.)  
*Valparaiso.*—J. Lowenstine & Sons. (G. S. Bartholomew.)

## IOWA

*Burlington.*—John Boesch Co.  
*Charles City.*—The Ruste Co. (Mrs. Myrtle Lawrence.)  
*Davenport.*—Harned & von Maur. (Miss L. Murray.)  
 —J. H. C. Peterson's Sons. (A. W. Crampton.)  
*Des Moines.*—Yunker Bros., Inc. (Albert Yunker.)  
 —Wilkins Bros. Co., Inc. (Robert Wilkins.)  
 —Harris-Emery Co. (Miss Ruth Eberhart.)  
*Dubuque.*—Roshek Bros. Co. (Miss Beatrice Kirk.)  
 —James Levi Co. (Mrs. L. C. Witmer.)  
 —J. F. Stampfer Co. (Frederick Stampfer.)  
*Fairfield.*—Wade & Bonfield. (C. W. Wade.)  
*Marshalltown.*—Levin Dry Goods Co. (J. Levin.)  
*Oskaloosa.*—Oppenheimer, Alsop Co. (Elmer Bryan.)  
*Sioux City.*—Davidson Bros. Co. (D. K. Shutts.)  
 —T. S. Martin Co. (E. Jewell.)

## KANSAS

*Emporia.*—Rorabaugh Paxton Dry Goods Co. (Mrs. C. Weed.)  
*Hutchinson.*—Rorabough Wiley Dry Goods Co. (F. H. Cost.)

*Kansas City.*—Maunder-Dougherty Merc. Co. (Mr. Dougherty.)  
*Topeka.*—The Pelletier Co. (A. P. McKeown.)  
*Wichita.*—Rorabaugh Dry Goods Co. (J. Q. Morrison.)

## KENTUCKY

*Covington.*—John R. Choppin Co. (Stewart Kidd Co.)  
*Georgetown.*—Herring-Jenkins & Co. (George Herring.)  
*Louisville.*—The Stewart Dry Goods Co. (Mrs. L. Johns.)  
 —J. Bacon & Sons. (Mrs. K. N. Brennan.)  
 —Kaufman Straus Co. (Z. Jacoby, Miss Jennie Borenstein.)  
 —Herman Straus & Sons Co., Inc. (Miss J. Levi.)

## LOUISIANA

*New Orleans.*—Maison Blanche Co. (Miss M. E. Rank.)  
 —D. H. Holmes Co. (E. H. Pritchard.)  
 —F. F. Hansell & Bros. (M. E. Hansell.)  
*Lake Charles.*—The Muller Co., Ltd. (Miss J. Griffin.)  
*Shreveport.*—The Hearne Dry Goods Co. (D. A. Corrie.)

## MAINE

*Augusta.*—Adams Dry Goods Co. (W. Worrell.)  
*Bangor.*—Freese's. (Paul Freese.)  
 —Wood & Ewer Co. (Miss Constantine.)  
*Lewiston.*—B. Peck Co. (Miss B. A. Channell.)  
*Portland.*—Owen Moore & Co. (Miss Fitzpatrick.)  
 —Haskell & Armstrong Co. (Walter S. Armstrong.)  
 —Porteous, Mitchell & Braun Co. (O. A. Moore.)  
 —J. R. Libby Co. (Ralph G. Libby.)  
*Presque Isle.*—New York Store. (M. Wilkins.)  
*Rockland.*—Fuller-Cobb-Davis, Inc. (Miss M. Bacheller.)  
*Rumford.*—Everett K. Day Co. (Miss M. McMinimin.)  
 —C. H. McKenzie Co. (S. Peabody.)

## MARYLAND

*Cumberland.*—Rosenbaum Bros.  
*Baltimore.*—A. A. Brager. (A. Stanley Brager.)  
 —A. Eisenberg. (Chas. Herman.)  
 —Hochschild, Kohn & Co. (J. J. Estabrook.)  
 —Stewart & Co. (Miss Elizabeth Conway.)  
 —Baltimore Bargain House, Wholesale. (B. W. Sebal.)

## MASSACHUSETTS

*Athol.*—Goodnow-Pearson-Orton Co. (Kenneth Orton.)  
*Beverly.*—Almy, Bigelow & Washburn.  
*Brockton.*—James Edgar Co. (S. E. Murray.)

*Boston.*—Houghton & Dutton. (E. S. Woodman.)

—Jordan, Marsh Co. (E. A. Pitman.)  
 —Murphy Bros. Co. (Mrs. M. A. Crowley.)  
 —Shepard Norwell Co.

—Timothy Smith & Co. (G. W. Vinol.)

—R. H. White Co. (W. C. Everett.)

*Everett.*—J. W. Philbrick & Co.

*Fall River.*—R. A. McWhirr Co. (Mr. Armitage.)

—The Steiger-Cox Co. (W. Hoyle.)

*Fitchburg.*—Nicholas & Frost. (J. H. Potter.)

—Parke Snow, Inc. (M. H. O'Connor.)

*Franklin.*—"MacCables."

*Gardner.*—Goodnow-Pearson & Co. (A. Harrington.)

*Gloucester.*—Wm. G. Brown & Co. (Wm. G. Brown, Jr.)

*Greenfield.*—J. Wilson & Co. (Miss Lane.)

—Almy, Bigelow & Washburn.

*Haverhill.*—Mitchell & Co. (Miss M. Currie.)

*Lawrence.*—Reid & Hughes Co. (Mrs. Henderson.)

—A. B. Sutherland Co. (Mr. McCabe.)

*Lowell.*—A. G. Pollar Co. (Jas. A. Burns.)

—G. C. Prince & Son, Inc. (H. A. Sweatt.)

—The Bon Marche Dry Goods Co.

*Lynn.*—P. B. Magrane Store, Inc. (Jos. A. Magrane.)

—Burrows & Sanford. (H. S. Pritchard.)

—T. W. Rogers Co. (E. L. Rogers.)

*Malden.*—F. N. Joslin & Co. (S. Kimball.)

*Middleboro.*—F. N. Whitman.

*New Bedford.*—New Bedford Dry Goods Co. (A. J. Potvin.)

—Steiger-Dudgeon Co.

*North Adams.*—Consolidated Dry Goods Co. (Mr. Reed.)

*Northampton.*—Consolidated Dry Goods Co. (H. Brown.)

*Newburyport.*—Fisher & Co. (Mrs. A. Merrow.)

*Pittsfield.*—England Bros. (Miss K. Manion.)

—Holden & Stone Co. (John Wood.)

*Salem.*—Almy, Bigelow & Washburn. (Mrs. L. G. Clark.)

*Somerville.*—Parke Snow, Inc. (Charles A. Whipple.)

*Springfield.*—Forbes & Wallace. (Mrs. J. Murdough.)

*Worcester.*—Barnard, Summer, Putnam Co. (W. J. Jamison.)

—Denholm McKay Co. (Wm. J. Macmillan.)

*Waltham.*—Parke Snow, Inc. (M. H. O'Connor.)

## MICHIGAN

*Bay City.*—Hawley Dry Goods Co. (H. Markham.)

*Detroit.*—Crowley, Miller & Co. (Miss A. Mitchell.)

—J. L. Hudson Co. (Mrs. A. S. Morris.)

*Grand Rapids*.—Chas. Trankla & Co. (H. G. Robertson.)  
 —Hazeltime & Perkins Drug Co. (J. H. Hagy.)  
 —Herpolsheimer Co. (Mrs. M. Smith.)  
*Jackson*.—Glasgow Bros. (Edgar Glasgow.)  
*Kalamazoo*.—J. R. Jones' Sons & Co. (W. O. Jones.)  
 —Gilmore Bros. (Miss Marie Cole.)  
 —Russel & Anderson, "Star Bargain." (Miss M. Hardy.)  
*Lansing*.—The F. N. Arbaugh Co. (F. E. Baker.)  
 —J. W. Knapp Co. (Mrs. Ruth Barnett.)  
*Otsego*.—The Otsego Dept. Store. (R. C. Eaton.)  
*Port Huron*.—J. B. Sperry & Co.  
*Saginaw*.—Wm. Barie Dry Goods Co. (Miss Lee.)  
 —M. W. Tanner Co. (L. W. Bixby.)  
*South Haven*.—M. Hale & Co.  
*Traverse City*.—Hannah & Lay Mercantile Co. (H. Baxter.)

## MINNESOTA

*Duluth*.—I. Freimuth. (David G. Loewies.)  
 —Glass Block Store Co., Inc. (Mrs. I. T. Watson.)  
 —J. J. Moe & Sons Co. (A. H. Moe.)  
*Hutchinson*.—Braun's. (Henry Braun, Jr.)  
*Minneapolis*.—The Dayton Co. (John N. Skinner.)  
 —Butler Brothers, Wholesalers. (W. G. Trecker.)  
 —L. S. Donaldson Co. (Miss L. H. Musgrove.)  
 —Powers Mercantile Co. (L. H. Wells.)  
*St. Paul*.—"The Golden Rule." E. Higgins Co. (Mr. Brown.)  
 —Emporium Mercantile Co. (Miss F. J. McGrane.)  
 —Mannheimer Bros.  
*Stillwater*.—The Murphy Co. (O. M. Cronquist.)

## MISSOURI

*Carthage*.—Ramsay Bros. D. G. Co. (Mr. Fulford.)  
*Columbia*.—The Missouri Store. (B. W. Lucas.)  
*Hamilton*.—Missouri Dry Goods Co. (Mr. Green.)  
*Joplin*.—Newman Mercantile Co. (H. O. Henderson.)  
*Kansas City*.—Jones Store Co. (A. M. Levy.)  
 —Geo. B. Peck Dry Goods Co. (P. A. McKenna.)  
 —Emery Bird Thayer D. G. Co. (I. N. Thyberg.)  
*Maryville*.—Yehle Dry Goods Co. (C. W. Yehle.)  
*Mountain Grove*.—Glenn Mercantile Co. (M. S. Glenn.)  
*Springfield*.—Chas. H. Heer Dry Goods Co. (Mr. Heer.)

*St. Joseph*.—Townsend, Wyatt & Wall Dry Goods Co. (Wood Burns.)  
 —Hirsch Bros. D. G. Co. (L. H. McAdams.)  
*St. Louis*.—Butler Bros., Wholesalers. (Wm. A. Cunningham.)  
 —Famous & Barr Co. (P. J. Sefranka.)  
 —Scruggs, Vandevoort & Barney. (G. E. Klages.)  
 —Stix, Baer & Fuller Dry Goods Co. (Edwin I. Hyke.)

## MONTANA

*Butte*.—Symons Dry Goods Co. (J. S. Kula.)  
*Great Falls*.—Strain Bros. (Harry Spurrier.)  
*Havre*.—F. A. Buttry Co. (B. F. McCormick.)

## NEBRASKA

*Hastings*.—Stein Bros. Co. (Miss L. T. Hurlburt.)  
*Lincoln*.—Miller & Paine. (Miss Helen Avery.)  
 —H. Herpolsheimer Co. (M. B. Logan.)  
*Omaha*.—J. L. Brandeis & Sons. (W. A. Holland, care of Western B. & S. Co.)  
 —Burgess-Nash Co. (Miss K. Swartzlander.)

## NEVADA

*Reno*.—Gray, Reid, Wright Co. (Mrs. R. C. Taylor.)

## NEW JERSEY

*Asbury Park*.—Steinbach Co. (Mrs. J. Salisbury.)  
*Atlantic City*.—M. E. Blatt Co. (Miss S. Matthews.)  
 —Schuldenfrei Dry Goods Co.  
*Burlington*.—R. G. Dunn.  
*Camden*.—Munger & Long. W. M. Kneisel.)  
*East Orange*.—Muir Department Store.  
*Elizabeth*.—The Goerke-Kirch Co.  
*Flemington*.—E. Vosseller, (Asher Stryker.)  
*Freehold*.—Levy Bros. (Mrs. M. Wilbur.)  
*Hackettstown*.—Walter L. Cooke.  
*Hammonton*.—Wm. L. Black.  
*Keyport*.—A. Salz & Co. (Miss Meehan.)  
*Long Branch*.—Jacob Steinbach. (Miss Marsh.)  
*Newark*.—L. Bamberger & Co. (Miss M. Hancock.)  
 —The Goerke Co. (W. Liebeskind.)  
 —Beger Dept. Store. (J. H. Larsen.)  
 —Hahne & Co. (J. Sheridan.)  
*Paterson*.—Meyer Bros. (L. L. Samuels.)  
 —Quackenbush Co. (Mrs. Helen King.)  
*Perth Amboy*.—Reynolds Bros. (Mrs. A. Somers.)  
*Plainfield*.—A. E. Force & Co. (A. E. Force.)  
*Red Bank*.—A. Salz Co. (Miss Predmore.)  
*Rutherford*.—W. E. Waller. (R. W. Meyers.)  
*Trenton*.—S. P. Dunham & Co. (Mrs. Schultz.)  
*West New York*.—Kruger's (Mr. Dwyer.)  
*Westfield*.—F. H. Schaefer & Co.  
*Westwood*.—W. E. Waller.



## NEW HAMPSHIRE

*Lebanon*.—A. B. Hunt.  
*Manchester*.—Barton's Department Store.  
 (Mr. Lamb.)  
*Portsmouth*.—Lewis E. Staples.  
*Peterboro*.—Goodnow & Derby. (H. Derby.)

## NEW YORK

*Albany*.—W. M. Whitney & Co. (Miss A. Bendell.)  
 —John G. Meyers Co. (Miss H. F. Reilly.)  
 —Waldman Bros. (Mrs. C. E. Brown.)  
*Auburn*.—Foster, Ross & Co. (Clarence Kierst.)  
*Binghamton*.—Fowler, Dick & Walker. (Miss Harriet B. Mason.)  
 —Hills, McLean & Haskins. (Miss Mack.)  
 —Rosenthal & Rubin, Inc. ("The Fair.")  
*Brooklyn*.—Abraham & Straus. (Mrs. Kelly.)  
 —H. Batterman Co. (C. J. Bernard.)  
 —Burden & Co., Inc. (H. Ryan.)  
 —H. Heymann's Sons. (Morris Heymann.)  
 —The McCormick Store. (Miss G. Smith.)  
 —Levi Bros. & Co. (George W. Hirsch.)  
 —Frederick Loeser & Co. (Miss E. Hubley.)  
 —J. D. Wilson & Son. (Mr. Mulholland.)  
*Buffalo*.—Adam, Meldrum & Anderson Co. (Henry J. Simons.)  
 —J. N. Adams & Co. (Miss H. J. Hall.)  
 —The Wm. Hengerer Co. (Miss T. J. Cummings.)  
 —E. W. Edwards & Son. (Miss H. Fellman.)  
*Canandaigua*.—The Anderson Store. (D. Curtis.)  
*Cohoes*.—R. Wilcox. (Miss L. Leonard.)  
*Corning*.—Wing & Bostwick. (Mr. Perry.)  
*Elmira*.—Sheehan, Dean & Co. (Charles Dean.)  
*Glens Falls*.—Boston Store. (Mr. Bassinette.)  
*Gloversville*.—Argersinger Co., Inc. (W. A. Dockstader.)  
*Haverstraw*.—Baum Bros. (C. K. Baum.)  
*Hoosick Falls*.—M. Lurie & Co. (Mr. Brahan.)  
*Herkimer*.—H. C. Munger Co. (Mr. Bachelor.)  
*Hudson*.—Marsh & Backman. (Miss Potts.)  
*Ithaca*.—Rothschild Bros. (Leon D. Rothschild.)  
*Jamestown*.—Jones & Audette. (C. L. Audette.)  
 —A. C. & C. A. Anderson Co.  
 —Abrahamson & Bigelow Co. (Herbert Hough.)  
*Johnson City*.—Roy Hancock.  
*Lockport*.—Jenss Brothers. (Ernst Jenss.)  
*Malone*.—Wm. P. Empsall & Co., Inc. (Wm. P. Empsall.)  
*Mt. Vernon*.—Genung-McArdle & Campbell. (Miss Baylis.)  
*New Rochelle*.—Ware's Department Store. (Miss I. Fowler.)  
*New York City*.—Adams, Flanigan Co. (Charles Cross.)

—Adams Senior Co. (Miss Smith.)  
 —Barnett Bros.  
 —Best & Co. (Miss E. Cugell.)  
 —Bloomingdale Bros. (Womrath & Peck.)  
 —L. M. Blumstein, 125th St. (Mr. Mahrer, Jr.)  
 —Butler Bros., Wholesalers.  
 —John Daniell Sons & Sons. (Mrs. Jeannot.)  
 —Gimbel Brothers. (Miss Alice M. Dempsey.)  
 —James A. Hearn & Son. (Miss T. Allen.)  
 —H. C. F. Koch & Co. (Miss Conklin.)  
 —The Lord & Taylor Book Shop. (C. R. Crowell.)  
 —R. H. Macy Co. (Miss Grace Gaige.)  
 —James McCreary & Co. (H. Kingston.)  
 —Francis Rogers & Son. (Miss McKay.)  
 —Rothenberg & Co. (H. J. Palmer.)  
 —James R. Senior, Inc. (Roy M. Senior.)  
 —Stern Brothers. (Miss Uhlenbush.)  
 —Syndicate Trading Co., Wholesalers.  
 —John Wanamaker. (George Cryan.)  
 —L. Wertheimer Dept. Store Co. (Mrs. R. F. Koester.)  
*Newburgh*.—John Schoonmaker & Son. (F. A. Munger.)  
*Niagara Falls*.—Jenss Bros. (Ernest Jenss.)  
 —Niagara Dry Goods Co. (L. Deitzel.)  
 —Beir Bros.  
*Nyack*.—Harrison & Dalley. (Miss Lynch.)  
*Ogdensburg*.—Nathan Franks Sons. (Leo Frank, Mrs. Julia Flaherty.)  
*Olean*.—Bradner's Dept. Store.  
 —Up-to-Date "Variety Store." (F. H. Norton.)  
*Oneonta*.—Oneonta Dept. Store. (L. Bresee.)  
*Oswego*.—Geo. H. Campbell & Co. (Geo. H. Campbell.)  
*Peekskill*.—Berger's Dept. Store. (Mr. Harding.)  
*Penn Yan*.—The Metropolitan of Penn Yan.  
*Poughkeepsie*.—Luckey, Platt & Co.  
 —Wallace Co. (C. A. Brundige.)  
*Rochester*.—E. W. Edwards & Son.—J. Ward.  
 —Burke, Fitzsimons, Home Co., Inc. (Edward Toole.)  
 —Sibley, Lindsay & Curr Co. (R. G. Powers.)  
*Rome*.—F. E. Bacon Co. (Mrs. Lillian Carr.)  
*Saugerties*.—Reed & Reed. (Mr. Macmillian.)  
*Schenectady*.—H. S. Barney Co. (Miss Elizabeth A. Ledger.)  
 —The Boston Store. (Edw. Hooley.)  
 —The Wallace Co. (Clarence Brundige.)  
*Syracuse*.—E. W. Edwards & Son. (Mrs. R. Towney.)  
 —Chappell Dyer Co., Inc. (W. A. Dyer.)  
 —Dey Bros. & Co. (John B. Murphy.)  
 —The Hunter, Tuppen Co.  
 —Syracuse Dry Goods Co. (J. W. Gersbacher.)  
 —W. Y. Foote Co. (L. A. Keating.)  
*Troy*.—Wm. H. Frear & Co. (Richard V. Page.)

—Gay Company. (Miss Taylor.)  
*Utica*.—A. S. & T. Hunter. (Miss Fitzgibbon.)  
 —Robert Frazer. (John T. McDermott.)  
 —John A. Roberts & Co. (Miss Clara Brown.)  
*Watertown*.—Frank A. Empsall & Co. (H. Savage.)  
*Waverly*.—B. C. Severance & Co. (B. C. Severance.)  
*Yonkers*.—Marshall-Matheson Co. (W. S. Adler.)

## NORTH DAKOTA

*Grand Forks*.—R. B. Griffith Co. (F. C. Bundlie.)  
*Valley City*.—The Fair. (C. J. Olsen.)

## OHIO

*Akron*.—The M. O'Neill Co. (William E. Glass.)  
*Ashland*.—Home Co. (Ellsworth Shinn.)  
*Ashtabula*.—D. L. Davis Co. (D. L. Davis.)  
*Cambridge*.—Potter-Davis Co. (M. Hood.)  
*Canton*.—Wm. R. Zollinger & Co. (Harry C. Zollinger.)  
*Cincinnati*.—Hanke Bros. Co. (R. L. Davis.)  
 —The Fair Co. (Miss Ada L. Flynn.)  
 —McAlpin Co. (Miss B. McShane.)  
 —H. & S. Pogue Co. (Stewart Kidd.)  
*Cleveland*.—Halle Brothers Co. (Miss V. S. Hutchinson.)  
 —Fries & Schuele. (Charles Meyers.)  
 —Higbee Co. (N. J. Stevenson.)  
 —The May Co. (J. E. Williams.)  
 —John Meckes Sons Co. (W. Meckes.)  
 —The Stearn Co. (Miss Ford.)  
*Columbus*.—Columbus Dry Goods Co. (R. H. Schneff.)  
 —F. R. Lazarus Co. (W. J. Huber.)  
*Dayton*.—Alder & Childs.  
 —Elder & Johnson Co. (Fred Fleischauer.)  
 —W. F. Ollman & Co.  
 —Rike-Kumler Co. (Miss P. M. Hale.)  
*Findlay*.—C. F. Jackson Co. (George Stringfellow.)  
*Hamilton*.—Robinson-Schwenn Co. (Mr. Schwenn.)  
 —Mahes Sohngen Co. (Mr. Sohngen.)  
*Lima*.—Deisel Co.  
*Middletown*.—The John Ross Co. (John Ross.)  
*Mount Vernon*.—Woolson Co. (E. T. Guidor.)  
*Norwalk*.—C. F. Jackson Co. (F. E. Hartee.)  
*Portsmouth*.—Anderson Bros. Co. (E. C. Hood.)  
*Sandusky*.—Herb & Meyers Co. (A. F. Macmillan.)  
*Sidney*.—The Thedieck Dept. Store. (Frank Thedieck.)  
*Springfield*.—The Edw. Wren Co. (L. B. Haughey.)  
*Toledo*.—

—LaSalle & Koch Co. (Doubleday, Page & Co.)  
 —Lion Store. (Mrs. E. H. Hubbard.)  
*Youngstown*.—G. M. McKelvey & Co. (George Holsinger.)  
 —The Strouss-Hirschberg Co. (T. O'Hara.)  
*Xenia*.—Jobe Bros. (K. B. Bloom.)

## OKLAHOMA

*Ada*.—Shaw's Department Store. (Mr. Shaw.)  
*Guthrie*.—F. O. Lutz Dry Goods Co. (A. Baker.)  
*Oklahoma City*.—Rorabaugh Brown D. G. Co. (Miss C. Taylor.)  
 —Lloyd-Halliburton Co. (J. C. Halliburton.)  
*Tulsa*.—Halliburton Abbot D. G. Co. (C. F. Hawkins.)

## OREGON

*Portland*.—Meier & Frank Co. (Vivian P. Cooley.)  
 —Olds, Wortman & King. (Mrs. Kate Armsbee.)

## PENNSYLVANIA

*Allentown*.—Hess Bros. (Mrs. M. Goepfel.)  
 —H. Leh & Co. (Miss Lillian Snyder.)  
 —Zollinger-Harnard Co. (Miss Bessie Saunders.)  
*Altoona*.—Wm. F. Gable & Co. (Sidney S. Koch.)  
*Bethlehem*.—The Bush & Buhl Co. (Mr. Stecher.)  
*Bloomsburg*.—F. P. Pursel.  
*Bloomsburg*.—Gelb & Meyer. (D. Meyer.)  
*Bradford*.—Leslie H. Russ.  
*Butler*.—W. J. Offut Co. Charles R. Kriner.)  
*Carlisle*.—(S. W. Haverstick.)  
*Charlertoi*.—J. W. Berryman & Son.  
*Clearfield*.—Leitzinger Bros. (J. Leitzinger.)  
*Connellsville*.—Wright Metzler Co. (Robert Evans.)  
*Cresson*.—Gross Department Store. (B. Gross.)  
*Du Bois*.—Reitz & Corbett.  
*Easton*.—Bush & Buhl Co. (Miss Florence Waite.)  
 —Wm. Laubach & Sons. (Charles M. Laubach.)  
*Erie*.—Erie Dry Goods Co. (A. E. Smith.)  
 —Trask, Prescott & Co. (A. R. Womrath.)  
*Danville*.—P. C. Murray & Son. (Charles Murray.)  
*Doylestown*.—A. F. Scheetz's Son. (Miss Stommer.)  
 (R. L. Clymer.)  
*Harrisburg*.—Dives, Pomeroy & Stewart. (L. V. Harvey.)  
*Hazleton*.—Fowler D. G. Co. (H. A. Schmall.)  
*Jeanette*.—Ely Bros. (John Ely.)  
*Jersey Shore*.—Sallada Bros. (Jesse Saft.)  
*Johnstown*.—Penn Traffic Co. (Rolland A. Gibson.)  
*Lancaster*.—Leinbach & Co. (Charles Wagner.)  
 —The Donovan Co. (Mrs. Myers.)

—Watt & Shand. (Edward G. Ely.)  
 —L. B. Herr & Son. (E. Herr.)  
*Lebanon.*—Bon-Ton Department Store. (Miss Danpman.)  
*Lewistown.*—E. E. McKeen & Co. (Ralph McMeen.)  
*Lock Haven.*—Smith & Winter. (Mr. Winter.)  
*McKeesport.*—J. D. O'Neil Co.  
*Mifflin.*—E. E. McKeen & Co. (Ralph McMeen.)  
*Monessen.*—A. R. Ney Co. (A. R. Ney.)  
*New Castle.*—New Castle Dry Goods Co. (G. C. Fox.)  
 —W. J. Offut Co. (Charles R. Kriner.)  
*New Kensington.*—H. R. Wainwright Co. (Miss Fanny Ross.)  
*Oil City.*—C. H. Smith & Sons Co. (Mr. Nichols.)  
*Philadelphia.*—Gimbel Bros. (Benedict Freud.)  
 —Lit Bros. (Miss K. A. Callan.)  
 —N. Shellenburg & Co. (Edward Schlamm.)  
 —Srawbridge & Clothier. (Fred F. Mattison.)  
 —John Wanamaker. (Walter H. Cox and W. B. Easton.)  
*Pittsburgh.*—Boggs & Buhl, Inc. (A. K. Beteridge.)  
 —Joseph Horne Co. (J. C. Kemp.)  
 —Kaufman & Baer Co. (Western Book & Stationery Co.) (J. Frey.)  
 —Kaufman's. (Wm. McGhee.)  
*Pittston.*—Gompertz Dept. Store. (Mr. Asherbrand.)  
*Pottsville.*—Dives, Pomeroy & Stewart.  
*Reading.*—Dives, Pomeroy & Stewart. (C. C. Chrismer.)  
*Ridgway.*—Smith Bros. Co. (Mr. Townsend.)  
*St. Mary's.*—Hall-Kaul & Hyde.  
*Stroudsbury.*—A. B. Wyckoff. (Miss I. McCarthy.)  
*Sheffield.*—C. H. Smith Co.  
*Scranton.*—Scranton Dry Goods Co. (Mrs. F. Squires.)  
*Titusville.*—Cohn & Oakleaf.  
*Tyrone.*—The Templeton Co. (Mr. Templeton.)  
*Uniontown.*—Rosenbaum Bros. (I. Rosenbaum.)  
 —Wright, Metzler Co. (Miss F. Starr.)  
*Warren.*—Smith, Metzler-Wright Co. (F. Marks.)  
*Washington.*—The Vera Co.  
*Wilcox.*—Smith Bros. Co. (C. D. Gleason.)  
*Wilkes-Barre.*—MacWilliam's. (Miss Robertson.)  
 —Fowler, Dick & Walker. (Thomas F. Heferman.)  
*Williamsport.*—Bush & Bull Co. (J. T. O'Brien.)

RHODE ISLAND

*Newport.*—The King McLeod Co. (J. H. Barrett.)  
 —Wm. Leys D. G. Co.

*Providence.*—Callender, McAuslan & Troup Co. (R. F. Meyersham.)  
 —J. Samuels & Bro., "The Outlet." (F. Hilton.)  
 —The Shepard Co. (Mrs. L. Brinkerhoff.)  
*Woonsocket.*—The Harris & Mowry Co. (Mr. Hanson.)

## TENNESSEE

*Chattanooga.*—Miller Bros. Co. (I. C. Seiving.)  
*Knoxville.*—Anderson, Dulin-Varnell Co. (Lyle Brunner.)  
 —Cadwell Edington Dept. Store. (E. F. Cadwell.)  
 —The M. M. Newcomer Company. (H. C. Eisenberg.)  
*Memphis.*—J. Goldsmith & Sons Co. (David S. Levey.)  
 —B. Lowenstein & Bros., Inc. (Mrs. F. Sparkman.)  
*Nashville.*—Lebeck Bros. (Mr. Powrie.)

## TEXAS

*Austin.*—E. M. Scarborough & Son. (S. H. Sherman.)  
*Dallas.*—Sanger Brothers. (Miss B. Praeger.)  
*Fort Worth.*—The Fair. (Mack Pegues.)  
 —W. C. Stripling Co. (M. T. Turner.)  
*Houston.*—W. C. Munn Co., Inc. (J. H. Hill.)  
*San Antonio.*—Wolff & Marx Co. (A. F. Dugosh.)  
 —Joske Bros. Co. (Miss D. Schmieding.)

## UTAH

*Logan.*—Shambart Christiansen Co. (L. Goss.)  
*Salt Lake City.*—Walker Bros. Dry Goods Co.  
 —Keith-O'Brien Co. (F. J. Foulger.)

## VERMONT

*Bellows Falls.*—Goodnow Jewett & Bishop.  
*Burlington.*—Gardner Brewer.  
*Montpelier.*—The McCuen Store. (Miss F. Jerome.)  
*Orleans.*—The Whipple-French Co.

## VIRGINIA

*Norfolk.*—Miller, Rhodes & Swartz, Inc. (Wm. Schneer.)  
*Richmond.*—Miller & Rhoades, Inc. (Miss Luella Duzan.)  
 —The Cohen Co., Inc. (L. F. Sycle.)  
*Roanoke.*—George MacBain Co., Inc. (S. Mason.)

## WASHINGTON

*Everett.*—The Grand Leader Dry Goods Co. (E. Hellenthal.)  
*Seattle.*—The Bon Marché (W. M. Thorn.)  
 —Frederick & Nelson. (Miss Gertrude Andrus.)  
*Spokane.*—Kemp & Hebert. (Miss Dyer.)  
 —Spokane Dry Goods Co. (C. T. Gillette.)  
 —E. S. Burgan & Son. (Fred McHenry.)  
 —Palace Store Co. (R. S. Phillips.)



*Tacoma*.—Rhodes Bros., Inc. (F. J. LePenske.)  
*Walla Walla*.—Hanger & Thompson. (Mr. Hanger.)

## WEST VIRGINIA

*Fairmont*.—J. M. Hartely & Son. (J. H. Round.)  
*Huntington*.—Deardorff-Sisler Co. (Miss Inez Jordan.)  
 —Anderson Newcomb Co. (R. F. Beckett.)  
*Parkersburg*.—W. I. Boreman & Co. (Miss L. Kessel.)  
*Wheeling*.—Stone & Thomas. (W. E. Round.)

## WISCONSIN

*Appleton*.—The Pettibone Peabody Co. (H. S. Past.)  
*Eau Claire*.—The Kepler Co. (Miss Margaret E. Kelley.)  
*Fond-du-lac*.—Hill Bros. D. G. Co.

*La Crosse*.—Wm. Doerflinger Co. (Mrs. C. White.)

*Marinette*.—Lauerman Bros. Co. (Louis Peter.)

*Milwaukee*.—Ed. Schuster & Co., Inc. (Miss R. Jaeckle.)

*Oshkosh*.—The Henderson-Hoyt Co. (Miss G. S. La Moe.)

*Sheboygan*.—H. C. Prange Co. (Emil Barth.)

*Superior*.—Lightbody, Wingate Co. (Miss Helen Scharte.)

—Roth Bros. Co. (Miss Margaret Collins.)

*Watertown*.—Schempf Bros. Co. (Miss Link.)

*Wisconsin Rapids*.—Johnson-Hill Co. (R. F. Johnson.)

## WYOMING

*Sheridan*.—Stevens, Fryberger & Co. (V. H. Green.)

## Rare Books, Autographs and Prints

A MAGNIFICENT edition of Perrault's "Contes" is about to be issued in Paris containing a hitherto unpublished and recently discovered story by the great fairy writer.

Marshal Foch is reported to have said that he has written 20,000 autographs for admirers since Armistice Day. Marshal Joffe says he signed 5,000 photographs on his world tour.

One of the most costly works printed in Germany during the present year is a complete edition of Walt Whitman's works edited by Hans Reigiger and published by Fischer of Berlin.

The Albert A. Bieber collection of American poetry, rich in scarce songsters, plays, psalms, hymn and tune books, poetical broadsides and ballad sheets from 1716 to 1876, has been sold to the Wrenn Library of the University of Texas.

Notwithstanding the great interest in the Diary of Marie Bashkirtseff aroused at the time of its publication, it has never been published in its entirety. The *Figaro* of Paris has begun the publication of new fragments, and a complete edition is promised by a Paris publisher.

The library of rare books and manuscripts formerly owned by Alfred C. Chapin has been presented to Williams College together with \$100,000 for its care and preservation. The collection will be placed in the newly completed Francis Lind Stetson Memorial Library at Williamstown.

Another collection of unpublished letters of Mrs. Carlyle is about to be published in London by Murray, under the title "Jane Welsh Carlyle's Letters to Her Family, 1839-80," edited by Dr. Leonard Hixby. Dickens and Thackeray, Lewes and Forster, and other famous writers of the period figure in the correspondence.

The print department of the Rosenbach Company in Philadelphia and New York has been put under the charge of Miss Flora Lash, who for the past six years has arranged the exhibitions of the Philadelphia Print Club. She expects shortly to arrange an exhibition of prints from the great Roederer collection at 273 Madison Avenue.

A copy of "De Summo Bono" by Isidore, Bishop of Seville, who died in the year 636, has been presented to the Yale University library by Frank D. McQuenten of Brooklyn. The volume was printed by De Marnet in Paris in 1493 and is said to be the only copy of this edition in the United States.

The library of David G. Joyce of Chicago, consisting of rare autograph letters and manuscripts, colored plate books, Cosway bindings, extra illustrated books, vellum copies of the publications of the Kelmscott, Doves, Riccardi and Vale Presses, books from the library of Eugene Field, an extraordinary collection of the works of George Moore, including proof sheets corrected by him, first editions of Oscar Wilde, and other rare and valuable books will be sold at the Anderson Galleries February 13 and 14.

An exhibition of lithographic prints, which also serves to illustrate the progress of the process since its discovery in 1796, has just been placed on view at the Metropolitan Museum of Art. In the print galleries where the exhibition has been hung a chronological arrangement in the first room presents lithography from its beginning to the time of Honroé Daumier. A similar arrangement in the second room records the work of the master Daumier, while a third room is devoted to the later masters.

The Leipzig Museum was recently threatened with the loss of its chief treasure, its famous copy of the Gutenberg Bible, said to be the best preserved and most beautiful copy in existence of this, the first book printed. The museum had been reduced to such dire straits that it was deemed best to part with this great treasure. In order to prevent this misfortune twenty of the most influential representatives of the graphic arts in Germany united to secure aid for the museum so that it might continue and still retain the precious volume.

The first volume of Farrington's "Diary" will be published in this country by Doran soon. Joseph Farrington was an English painter, famous in his day. As a diarist, he is said to be in the class of Pepys and Evelyn. He knew everybody of his time worth knowing and wrote intimately what he knew and heard concerning them. His diary was recently discovered quite by accident and is being run serially in the *London Morning Post*. Some extracts have also appeared in the *Atlantic Monthly*. The entire diary covers the period of 1793 to 1821. The first volume, 1793 to 1814, includes stories of Napoleon, Mirabeau, Burke, Nelson, George III., George IV., Boswell, Robert Burns and many others, including contemporary painters such as Gainsborough, Reynolds and Hoppner.

One of the most precious and closely guarded manuscripts in the Vatican Library is known as the Codex Vaticanus which has been in the custody of the Vatican for more than four centuries. It has been difficult even for scholars to gain access to this earliest extant copy of the Scriptures. The story is told that Dr. Tregelles, a noted student of textual criticism, who was fortunate enough to be permitted to examine it, was not allowed to open the volume until his pockets had been searched and his writing material taken from him, while two priests were told to keep an eye on him lest he should devote too much attention to any particular passage. Pope Pius IX took a different view and thru his generosity fac-simile copies have been distributed

to many of the great libraries and are now easily accessible to scholars.

Henry Lewis's work on the Mississippi Valley, illustrated with 80 colored lithographs published in 1854-1857 in Düsseldorf, has been gaining in interest with book-lovers and collectors of Western literature ever since first adequately described by Wilberforce Eames in 1908. Less than twenty complete copies now are known to exist in America. Considering the intrinsic value of the plates and the rarity of the book, the history of which came to light last year, a new edition in faithful facsimile, announced by Mr. Otto Lange, of Florence, Italy, seems very appropriate. It is edited by J. Christian Bay, of Chicago, who includes in his introduction a biographical sketch of the hitherto almost unknown author. Mr. Bay also will add to the new edition two portraits of Henry Lewis.

A notable collection of books, manuscripts and drawings from the library of the late George B. Baker of Paterson, N. J., and selections from the private library of Charles F. Kennedy of Brewer, Me., with additions, were sold at the American Art Galleries, January 30 and 31, 639 lots bringing \$69,953. All three sessions were well attended by dealers and collectors and the rarer items brought very good prices. Buying was widely distributed. Some of the more important items and the prices which they brought were the following: Mark Twain's "Works," 51 vols., bound in half-morocco, all first issues and first editions, \$525; collected set of first editions of Charles Dickens, 75 vols., uniformly bound in full levant with the exception of "Pickwick Papers," Christmas numbers of *Household Words* and *All the Year Round*, which were in original parts, \$1,750; Sir Arthur Conan Doyle's manuscript of "Micah Clarke," 648 pages, bound in cloth, \$360; Henry Fielding's "Works," 16 vols., London, 1742-55, first editions, \$425; General Grant's account of the Vicksburg Campaign dictated but with corrections in his handwriting, small folio, morocco by Macdonald, \$380; collected set of the first editions of Thomas Hardy, 39 vols., London, 1871-97, \$630; Original manuscript of Washington Irving's "Newstead Abbey," 207 octavo pages, \$800; original manuscript of the same author's "Lengends of the Conquest of Spain," 396 octavo pages, \$2,100; collected set of the first editions of Andrew Lang, 100 vols., London, etc., 1872-1913, \$1,600; collected set of the first editions of Charles Lever, 55 vols., Dublin, London, etc., 1839-79, \$600; Thackeray's "Vanity Fair," in original parts, London, 1847-48, first issues of the first edition, \$850.

F. M. H.



# The Weekly Record of New Publications

**T**HIS list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

*The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth.*

*Imprint date is stated [or best available date, preferably copyright date, in bracket] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date; otherwise simply "c." No ascertainable date is designated thus: [n. d.]*

*Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tf. (32mo: 12½ cm.); Ff. (48mo: 10cm.); sq., obl., nar., designate square, oblong, narrow.*

*Titles beginning with an unimportant word are inverted to be listed under their subject when possible.*

## Adams, Samuel Hopkins and others

The novel of tomorrow and the scope of fiction; by twelve American novelists. 146 p. D [c. '22] Indianapolis, Ind., Bobbs-Merrill \$1.25

Includes Apollyon vs. Pollyanna by Samuel Hopkins Adams; A note on Alcoves by James Branch Cabell; The Novel of Tomorrow by Zona Gale; The Profession of Novelist by Joseph Hergesheimer, etc.

## Aeschylus

Prometheus bound. 63 p. T (Ten cent pocket ser. no. 316) [n. d.] Girard, Kansas, Haldeman-Julius Co. pap. 10 c.

## Allen, Arthur H.

Electricity in agriculture; the uses of electricity in arable, pasture, dairy and poultry farming; horticulture; pumping and irrigation, electroculture, and general mechanical and domestic service on farms; for farmers, agriculturists, horticulturists, supply-station engineers, electrical manufacturers, and others. 10+117 p. il. pls. diagrs. tabs. S (Pitman's technical primer ser.) '23 N. Y., Pitman 85 c.

## American Association for International Conciliation

The Allied debts: 1. The Balfour note of Aug. 1, 1922, and the French reply of Sept. 3, 1922; 2. The American banker's responsibility today by Thomas W. Lamont; 3. Reparations and international debts by the Rt. Hon. Reginald McKenna; 4. The repayment of European debts to our government by Herbert Hoover, Sec. of Commerce; 5. The Allied debts; a constructive criticism of Sec. Hoover's views by Edwin R. A. Seligman; 6. The interallied debts as a banking problem

by Benjamin M. Anderson, Jr. 109 p. front. (chart) D (International conciliation; no. 181) '22 N. Y., [Author] 407 W. 117th St. pap. apply

## Attwood, Edward L.

Theoretical naval architecture. 9+512 p. diagrs. fold. tabs. D '22 N. Y., Longmans, Green \$4.20

## Austin, James Curtiss

The significant name in Terence. 130 p. O (Univ. of Illinois studies in language and literature; v. 7; no. 4) '22 Urbana, Ill., Univ. of Illinois Press pap. \$2

## Bartley, Nalbro, i. e. Mrs. Nalbro Isadorah Bartley

Up and coming. 364 p. D c. N. Y., Putnam \$1.90

The story of young America, how Jones Bynight persistently struggled thru to success though handicapped by the conflict between his "peasant body and his newly-evolved patrician brain."

## Beaumont, Isabel

Secret drama. 316 p. D [c. '23] N. Y., Harcourt, Brace \$2

A novel, by a new English writer, which has just won the Melrose £250 first novel prize in London; the story of Mrs. Jesson, whose life is obsessed by a morbid affection for her daughter, Marie, a cold egoistic woman of thirty-two, who finds this love irksome.

## Begtrup, Julius

Love, hate and friendship. 99 p. D [c. '22] Brooklyn, N. Y., [Author], 187 Halsey St. \$1

"An attempt at a solution of some of the most interesting psychological problems; includes Sexual Love, Parental Love, Sublime Love, Love of Country, Love in Ancient Greece, Racial Hatred, True Friendship, etc.

## American Library Association

Hot Springs conference, 1923. 38 p. il. pls. tabs. O (American Library Association bull.; v. 17; no. 1) '23 Chicago, American Library Association pap. apply

## Associated Lumber Mutual Fire Insurance Companies

Manual of inspection service and engineering standards of [author]; comp. and published under the direction of [author]. 1+138 p. D [c. '22] Chic., [Author] apply



**Benson, Stella**

The poor man. 253 p. D c. N. Y., Macmillan \$2

A novel of Bohemian literary circles in California, pictures of Chinese life, a "fantastic story in vivid, satiric phrase."

**Borgese, G. A.**

Rubè; authorized tr. by Isaac Goldberg. 394 p. D (European Library ser.) [c. '23] N. Y., Harcourt, Brace \$1.90

"The most important literary event that has occurred in Italy for fifteen or twenty years"; *Revue des Deux Mondes*; the theme of the story is the moral collapse and spiritual unrest since the Great War.

**Boyce, Neith, pseud.**

Proud lady. 316 p. D c. N. Y., Knopf \$2.50

A story of the conflict of souls between a good woman and everyday men, how Mary Carlin is obsessed by the consciousness that what people do is more important than what they are, and how gradually she perceives her error and how her clouded judgment is made clear.

**Bray, Jean**

How to play Mah Jong. 9+112 p. D c. N. Y., Putnam \$1.50

A compendium, for the beginner, of the correct methods of play and scoring of this age-old Chinese game. "While the rudiments may be learned in an evening by a child, its possibilities are never exhausted."

**Brett, Rev. Jesse**

The way of vision; an aspect of spiritual life. 117 p. (bibl. foot-notes) front. D '23 N. Y., Longmans, Green \$1.75

**Brooks, C. E. P.**

The evolution of climate [with a preface by G. C. Simpson]. 173 p. O ['22]. N. Y., G. E. Stechert & Co. bds. \$3

**Brown, Bernice**

The shining road; a novel. 284 p. D c. N. Y., Putnam \$1.75

The romance of a boy who was "placed out" on a pioneer farm in Iowa and the drama of his difficult progress to self understanding.

**Butler, Samuel**

God: known and unknown. 63 T (Ten cent pocket ser. no. 224) [n. d.] Girard, Kansas, Haldeman-Julius Co. pap. 10 c.

**Carnegie Library**

Technical book review index; issued by the Technology department of [author]; v. 6; no 3. various paging O '22 Pittsburgh, Pa., [Author] pap. apply

**Chorlton, A. E. L.**

Working practice in design of large double-acting two-stroke engines; a paper read before the North East Coast Institution of

Engineers and Shipbuilders on the 3rd of Nov., 1922, and reprinted by order of the Council. 86 p. il. pls. O ['22] N. Y., G. E. Stechert & Co. bds. \$1.50

**Clopper, Edward N.**

Rural child welfare. 355 p. il. pls. D [c. '22] N. Y., Macmillan \$3

**Corelli, Marie [Minnie Mackay]**

Thelma. 520 p. D (Popular copyrights) [c. '02] N. Y., Grosset & Dunlap 75 c.

**Cornaro, Lewis**

How to live one hundred years. 83 p. T (Ten cent pocket ser. no. 93) [n. d.] Girard, Kansas, Haldeman-Julius Co. pap. 10 c.

**Cotterill, Henry Bernard**

A history of art; v. 1; down to the age of Raphael [more than 320 reproductions of pictures, statuary and architecture]. 27+441 p. front. il. pls. O [n. d.] N. Y., Frederick A. Stokes Co., 443 Fourth Ave. \$10

A "readable and reliable survey" of the history of the various arts, profusely illustrated.

**Dallett, Morris**

Star of earth. 183 p. D c. N. Y., Knopf \$1.50

A story of South America, a first novel, told "with a sense of beauty and an irony aimed at the motives rather than the actions of men."

Damned; the intimate story of a girl. 352 p.

D [c. '23] N. Y., Macaulay Co., 15 W. 38th St. \$2

"The strange story, in life and death, of Dolores Trent, who as the plaything of fate ran her earthly course along Fifth Avenue."

**Daudet, Alphonse**

Short stories. 64 p. T (Ten cent pocket ser. no. 314) [n. d.] Girard, Kansas Haldeman-Julius Co. pap. 10 c.

**Dennison Manufacturing Co.**

Dennison's gala book; suggestions for St. Valentine's day, St. Patrick's Day, the patriotic days and Easter. 36 p. il. pls. (pt. col.) D [n. d.] Framingham, Mass., [Author] bds. 10 c.

Tables and favors. 32 p. il., pls. D [n. d.] Framingham, Mass., [Author] bds. 10 c.

**Dickinson, Thomas Herbert, ed.**

Chief contemporary dramatists; twenty plays from the recent drama of England, Ireland, America, Germany, France, Belgium, Norway, Sweden and Russia; selected and ed. by [author]; [Cambridge ed.]. 9+6. 76 p. O (Cambridge ed. ser.) [c. '15] Bost., Houghton Mifflin \$5

**Carnegie Corporation of New York**

Report of the acting president; for the year ended Sept. 30, 1922. 75 p. front. tab. (fold.) O '22 N. Y., [Author], 522 Fifth Ave. pap. apply

**Carnegie Institution of Washington**

Contributed from the Mt. Wilson observatory; v. 10; nos. 200-227; Dec., 1920-Feb., 1922. various paging O '22 Wash., D. C., [Author] pap. apply

**Chicago Flexible Shaft Co.**

Flexible shafts and tools for grinding, reaming, polishing, drilling, tapping, buffing, boring, sanding, etc. 28 p. il. pls. charts O '22 Chic., [Author], Roosevelt Rd. & Central Ave. pap. apply

**Dana, Edward**

Four years under public operation. 6 p. tab. O [n. d.] Bost., Bost. Elevated Railway pap. apply

**Dingley, Edward Nelson**

Unto the hills; some of America's problems. 201 p. front. (por.) D '22 c. '22 Bost., Stratford \$2.50

Includes Americanism and Immigration; Gold Standard and Foreign Exchange; Causes of the Agricultural Crisis; A Merchant Marine; A World Economic Conference; Moral and Spiritual Forces in Government, etc.; purpose "to encourage observers of public events and students of national problems, to 'lift their eyes unto the hills' and see the spiritual forces directing America."

**Dinwoodie, W.**

Wave power transmission; a brief statement of the physical principles involved; a paper read before the North East Coast Institution of Engineers and Shipbuilders on the 27th of Oct., 1922, and reprinted by order of the council. 28 p. il. pls. O ['22] N. Y., G. E. Stechert & Co. bds. \$1.25

**Domville-Fife, Charles William**

The real South America. 16+299 p. front. il. pls. maps O '22 N. Y., Dutton \$5

A descriptive narrative of the Southern continent, "more curious and infinitely more romantic than the South America of the short-story writers."

**Duffus, Robert L.**

The coast of Eden. 281 p. D c. N. Y., Macmillan \$2

The story of Kenneth Ballantine and how he turned from simplicity, adventure and Jean Dangan for a marriage and a career that fell far short of his ideals, and how he discovered that the true tragedy in his life had been in himself.

**Dunn, Seymour**

Golf fundamentals; orthodoxy of style; bk. I. 288 p. front (por.) il. pls. O [c. '22] Lake Placid, N. Y., [Author], P. O. Box 427 \$8

A course of fifty lessons for the beginner as well as the advanced player when off his game, written by the instructor of Lake Placid Club, New York.

**Einhorn, Max**

Lectures on dietetics. 2+244 p. D ['22] Phil., W. B. Saunders Co. \$2.25

**Elder, Orville i. e. Orville, John**

A trip to the Hawaiian Islands, with the Press Congress of the World. 4+274 p. front. il. pls. D [c. '22] Washington, Iowa., Evening Journal \$1.25

The story of the trip of the "Press Congress of the World" from Chicago to the Hawaiian Islands and return; written in the form of letters, with descriptions of the high points touched in the tour.

**England, Joseph W., ed.**

The first century of the Philadelphia College of Pharmacy, 1821-1921. 728 p. il. pls.

(pt. pors.) plan, map. Q c. '22 Phil., Phil. College of Pharmacy and Science, 145 N. 10th St. \$7.50

**Ettrude, Dormin J., comp.**

Cabinet form of government. 110 p. D (Reference shelf; v. 1; no. 6) '23 N. Y., H. W. Wilson Co. pap. 75 c.

**Farabee, William Curtis**

Indian tribes of Eastern Peru; introd. by Louis John de Milhau. 14+194 p. il. pls. map (col. & fold.) O (Pap. of the Peabody Mus. of Am. Archaeology and Ethnology; v. 10) Cambridge, Mass., Harvard Univ. Press pap. apply

**Faulkner, James**

Faulkner's simple diet book; a treatise on practical, simple dietetics written as a guide for those who are searching in earnest for health and happiness. 5+61 p. front. (por.) S [c. '22] Pasadena, Cal., [Author], Box 622 bds. \$1

Contains Necessity of Dietetic Reform, Concentrated Foods, What Shall We Eat? Unfired Foods, Medicinal Foods, Mono Diet, etc.

Faulkner's simple life series; a collection of a few lectures dealing with vital subjects, condensed and written as a guide for those who have life problems to solve. 50 p. front. (por.) S [n. d.] Pasadena, Cal., [Author], Box 622 bds. \$1

Includes Simplicity, Sun and Air Baths, Psychology of Digestion, The Food Question, Special Diets, etc.

**Faxon, Frederick W., ed.**

Bulletin of bibliography and dramatic index; v. 2; no. 9; whole number 100. various paging front. (por.) O '23 Bost., F. W. Faxon Co. pap. \$1

**Fillmore, Parker**

The hickory limb; il. by Rose Cecil O'Neill; new ed. 70 p. il. pls. D [c. 07; '10] N. Y., Harcourt, Brace 75 c.

**Gauthier, Theophile**

Clarimonde. 63 p. T (Ten cent pocket ser. no. 345) [n. d.] Girard, Kansas, Halde-man-Julius Co. pap. 10 c.

**Gerhardi, William**

Futility; a novel on Russian themes; preface by Edith Wharton. 256 p. D '22 c. '22 N. Y., Duffield \$1.75

In her introduction Mrs. Wharton says: "It is so surprisingly full of good things that one wonders at the firmness of the hand which has held together all the fun, pathos and irony of the tale and guided it resolutely to an inevitable conclusion."

**Gage, Henry Lawrence**

Vel Vet show cards; a handbook of lettering with special suggestions on the use of Vel Vet; 7th ed. 24 p. il. D c. '22 Cambridge 41, Carter's Ink Co. pap. apply

**Garver, James R.**

Holstein-Friesian hand book; handy reference for the busy breeder; containing the essential facts of Holstein progress. 136 p. O Madison, Wis., [Au-

thor], Wisconsin Live Stock Advertising Co. pap. apply

**Gingrich, C. H.**

The variable double star x Ophiuchi; parallaxes of stars in the region of B. D. + 31°643; reprinted from the Astrophysical Journal; v. 56. 6 p. pl. tabs. O (Contribs. from the Mt. Wilson Observatory; nos. 238 and 239) '22 Wash., D. C., Carnegie Inst. pap. apply

**Gewurz, Elias**

Mysteries of the Qabalah [companion book to Hidden Treasures of Qab]; v. 2; written down by seven pupils of E. G.; and prepared for publication by one of them. 100 p. S [c. '22] Chic., Yogi Pub. Co. \$1

**Giraudoux, Jean**

Suzanne and the Pacific; tr. by Ben Ray Redman. 286 p. D c. N. Y., Putnam \$2

The story of a modern girl from a conventional French family, the sole survivor of a shipwreck and stranded for five years on a coral island in the South Seas; M. Giraudoux is one of the two authors to whom the Prix Balzac was awarded in 1922.

**Glover, James Waterman**

Double, triple and multiple indemnity; extra net premiums and reserves. 4+68 p. Q [c. '22] Ann Arbor, Mich. [Author] \$15

**Goethe, Johann Wolfgang von**

Literature and art. 55 p. T (Ten cent pocket ser. no. 233) Girard, Kansas, Haldeman-Julius Co. pap. 10 c.

**Goodwin, John**

The sign of the serpent. 5+378 p. D c. N. Y., Putnam \$1.75

The story of a missing heir, a kidnapping, and a series of thrilling incidents on the sea-going yacht Windflower.

**Gould, F. J.**

On the threshold of sex. 56 p. T (Ten cent pocket ser. no. 74) [n. d.] Girard, Kansas, Haldeman-Julius Co. pap. 10 c.

**Green, Rev. Peter**

Personal religion and public righteousness; a book for Lent; with an introd. by the Lord Bp. of London. 12+113 p. D '23 N. Y., Longmans, Green \$1.10

**Grier, Albert C., and Lawson, Agnes M.**

Truth and life. 27+256 p. S [c. '21] N. Y., Dutton \$1.50

Summary of chapter contents: Truth, the Eternal Quest; God, the New Vision; The Principal at the Principle; The Kingdom of Heaven; The Problem of Evil; Prayer and Answer; Consciousness; Healing; Faith; Love; Fundamentals and Practical Work; Cosmic Consciousness.

**Haas, Paul and Hill, Major Thomas Henry**

An introduction to the chemistry of plant products; v. 2; metabolic processes. 8+140 p. O '22 N. Y., Longmans, Green \$3.50

**Haden, Russell L., M.D.**

Clinical laboratory methods. 295 p. il. pls. (col.) O [23] St. Louis, C. V. Mosby Co. \$3.75

**Hampton Normal and Agricultural Inst.**

54th annual report of the treasurer; v. 18; no. 6. 98 p. tabs. O '22 Hampton, Va., [Author] pap. apply

**Hayne, Ralph Alonzo**

The cow the mother of prosperity. 77 p. il. pls. O c. '21 Chic., International Harvester Co., Harvester Bldg. pap. 10c.

Farm prosperity guaranteed; we must feed our-

**Haldeman-Julius E., ed.**

Five great ghost stories. 127 p. T (Ten cent pocket ser. no. 145) [n. d.] Girard, Kansas, Haldeman-Julius Co. pap. 10 c.

Love letters of a Portuguese nun. 64 p. T (Ten cent pocket ser. no. 84) [n. d.] Girard, Kansas, Haldeman-Julius Co. pap. 10 c.

The Buddhist philosophy of life. 61 p. T (Ten cent pocket ser. no. 322) [c. '22] Girard, Kansas, Haldeman-Julius Co. pap. 10 c.

The essence of Buddhism. 56 p. T (Ten cent pocket ser. no. 325) [c. '22] Girard, Kansas, Haldeman-Julius Co. pap. 10 c.

What great women have said about men. 62 p. T (Ten cent pocket ser. no. 304) [n. d.] Girard, Kansas, Haldeman-Julius Co. pap. 10 c.

**Hale, Beatrice Forbes-Robertson**

What's wrong with our girls? The environment, training and future of American girls. 24+158 p. D c. N. Y., Stokes \$1.50

Includes the Future of Women, The City Home, Physical Training, Dress, Dancing, Country Life, Child Study, Handicrafts, A Community Bookshop, A Community Theatre, Careers, World Concepts, etc.; together with suggestions on points of training which may be bettered by co-operation between parents and teachers and the communities they serve; author is former well-known actress and lecturer on drama and the woman's movement.

**Hall, Bolton**

The new thrift; rev. ed. 247 p. D '23 c. '16 N. Y., Huebsch \$1.50

Practical advice on vital everyday economics; how to make money and to keep it working really to produce; adopted by all branches of the United States Government War Savings and Thrift Bureau.

**Hemming, Emile**

Plastics and molded electrical insulation. 306 p. il. pls. O [c. '23] N. Y., Chemical Catalog Co. \$5

**Hill, Caroline Miles, ed.**

The world's great religious poetry [with an introd. by Herbert L. Willett]. 39+836 p. O '23 N. Y., Macmillan \$5

**Hisey, Lehmann**

Sea grist; a personal narrative of five months in the Merchant Marine; a rousing sea tale. 5+251 p. front. il. pls. D [c. '22] Pasadena, Cal., Post Ptg. & Binding Co. pap. \$1.75

**Hochstein, Irma**

A progressive primer [women in politics]; cartoons by Max Murphy. 4+64 p. (13 p. bibl.) il. pls. maps. diagr. O c. '22 Madison, Wis., Wisconsin Women's Progressive Assn. pap. 35 c.

selves and have something to sell every week. 29 p. il. pls. O c. '22 Chic., International Harvester Co. pap. 5c.

Hog for pork and profit. 70 p. il. pls. O c. '22 Chic., International Harvester Co. pap. 10c.

More and better potatoes to the acre. 62 p. il. pls. O c. '20 Chic., International Harvester Co. pap. 10c.



**Hopkins, Gerard Manley**

An unknown quantity. 404 p. D [c. '23] N. Y., Dutton \$2

A story of the career of a young novelist of high literary ambitions who marries a commonplace typist.

**Holt, Guy, ed.**

Jurgen and the law; a statement with exhibits, including the Court's opinion, and the brief for the defendants on motion to direct an acquittal. O '23 c. '22 N. Y., Robert M. McBride & Co., 7 W. 16th St. \$2

**Housman, A. E.**

A Shropshire lad. 62 p. T (Ten cent pocket ser. no. 306) [n. d.] Girard, Kansas, Haldeman-Julius Co. pap. 10 c.

**Hubbard, Philip E.**

Beside the tidewater; a collection of flotsam [novel]. 2+256 p. D [c. '22] Bost., Cornhill Pub. Co. \$1.75

**Hudson, William Henry and Guernsey, Irwin Scofield**

The United States; from the discovery of the American continent to the end of the World War [50 pages of reproductions from photographs and 23 maps]. 631 p. (bibl. foot-notes) front. (por.) il. pls. (pt. pors.) maps. tabs. facsms. O (Great nations ser.) [n. d.] N. Y., Stokes \$5

"A concise, complete history of the United States in which dry facts are humanized into a rich study of human life": a discussion of the American Colonies to 1763; The Revolution and the Early Republic; National vs. Sectional Interests; The Slavery Question; Division and Reunion; Political, Economic and Social History since the Civil War.

**Irving Bank**

Practical questions and answers on the Federal Tax Laws; affecting individuals, partnerships and corporations. 143 p. D '23 N. Y., [Author], Woolworth Bldg. pap. apply

**Jensen, Johannes V.**

The long journey; fire and ice; tr. by A. G. Chater. 12+294 p. D c. N. Y., Knopf. \$2.50

A translation of Det Tabte Land and Braen, the first two parts of Jensen's Historical Cycle, Den Lange Rejse (The Long Journey), a "prose epic" of the story of mankind as reconstructed by the brain and vision of a great novelist.

**Jones, W. Tudor**

Rudolf Eucken: his life and philosophy.

**Irving Bank**

Mid-month review of business; a survey of conditions in trade and industries; v. 8; no. 1. 14 p. tabs. charts D c. N. Y., [Author] pap. apply

**Jackson, James F.**

Boston—the public trustee plan; reprinted from National Review Supplement, v. 10; no. 2, February, 1921. 6 p. [n. d.] Bost., Bost. Elevated Railway pap. apply

**Knickerbocker Club**

War records of the [author] 1914-1918; the records were collected and ed. by Francis R. Appleton, jr.

63 p. T (Ten cent pocket ser. no. 64) [n. d.] Girard, Kansas, Haldeman-Julius Co. pap. 10 c.

**Kelly, Ernest and Clement, Clarence E.**

Market milk. 17+445 p. figs. O [23] N. Y., Wiley \$3.75

**Kennedy, Charles W.**

The walls of Hamelin [verse]. 107 p. O c. '22 Princeton, N. J., Princeton Univ. Press \$1.50

**Kershaw, J. W.**

Elementary internal combustion engines. 210 p. il. pls. charts. diagrs. tabs. figs. D '22 N. Y., Longmans, Green \$1.75

**Landone, Brown**

How to turn your desires and ideals into realities. 157 p. S c. '22 Holyoke, Mass., Elizabeth Towne Co. \$1.60

Includes Desire, Ideals and Realities; The Spirit of Matter; Idealizing Means and Methods; Making Desires of Positions and Advancement Come True, The Healing of Incurable Cases, Changing Character and Attaining Spiritual Consciousness, etc.

**Lincoln, Abraham**

Speeches of [author] 64 p. T (Ten cent pocket ser. no. 214) [n. d.] Girard, Kansas Haldeman-Julius Co. pap. 10 c.

**MacGarr, Llewellyn**

The rural community. 15+239 p. D [c. '22] N. Y., Macmillan \$1.80

**Machen, Arthur**

The hill of dreams. 15+268 p. D '23 c. '22 N. Y., Knopf \$2.50

The story of the strange and mystic adventures of a boy on the quest of artistry.

**Magill, Harry Byron**

Motoring thru the Yosemite [views and descriptive matter]. 44 p. front. il. pls. map D c. '22 San Francisco, Cal., Yosemite Pub. Co., 766 Mission St. pap. apply

**Melville, Herman**

The apple-tree table and other sketches; John Marr and other poems; with intrs. by Henry Chapin; in 2 v. 329; 205 p. O '22 c. '22 Princeton, N. J., Princeton Univ. Press bds. set \$5

Includes Hawthorne and his Mosses (Mr. Melville was a neighbor of Hawthorne at Pittsfield, Massachusetts); I and My Chimney; Paradise of Bachelors and the Tartarus of Maids; Poor Man's Pudding and Rich Man's Crumbs, etc.; a special limited ed. of 150 copies, to be sold singly at \$7.50 each.

9+444 p. front. pls. maps. diagrs. O [22] N. Y., [Author] priv. pr.

**Martin Stationery Company. Oil and Gas Legal Service**

Oil and gas laws of Texas; oil and gas rights in state lands by Graham B. Smedley. 223 p. forms O [21] Dallas, Texas, [Author] apply

**Merrill, Paul W.**

Interferometer observations of double stars; reprinted from the Astrophysical Journal; v. 56. 13 p. tabs. O (Contribs. from the Mt. Wilson Observatory; no. 240) '22 Wash., D. C., Carnegie Inst. pap. apply

**Meyer, Harold D.**

Town studies; a program for the State Federation of Women's Clubs; State League of Women Voters; State Parent-Teacher Associations. 55 p. O (Univ. of North Carolina; Extension bull. v. 2; no. 4) '22 Chapel Hill, N. C., Univ. of North Carolina pap. apply

**Mitchell, Ogilvie**

The talking machine industry. 13+120 p. front. il. pls. D (Pitman's common commodities and industries ser.) [n. d.] N. Y., Pitman \$1

**Monroe, Walter Scott**

An introduction to the theory of educational measurements. 22+364 p. tabs. D [c. '23] Bost., Houghton Mifflin \$2

Includes Construction of Educational Tests; Norms for Educational Tests and Their Uses; Improvement of Examinations; Statistical Methods: the Frequency Distribution and its Description; Statistical Methods: Relationship Existing Between Sets of Paired Facts, etc.

**Mukerji, Swami A. P.**

The doctrine and practice of Yoga; including the practices and exercises of concentration, both objective and subjective, and active and passive mentation, an elucidation of Maya, Guru worship and the worship of the terrible, also the mystery of will-force. 80 p. O (Yoga ser.) ['23] Chic., Yogi Pub. Co. lea. \$3

**Murry, John Middleton**

Countries of the mind; essays in literary criticism. 245 p. O [c. '22] N. Y., Dutton \$1

Two of the essays deal with Shakespeare, one each with Stendhal, Flaubert, Amiel, Baudelaire, Doughty (author of *Travels in Arabia Deserta*), Walter de la Mare, Collins, Burton (of the *Anatomy of Melancholy*), and John Clare.

**Oppenheim, Edward Phillips**

The seven conundrums; with il. by Wallace Morgan. 277 p. front. D. c. Bost., Little, Brown \$2

The story of two men and a girl who are stranded on a concert tour in the British provinces and who are about to face arrest for non-payment of bills when suave Richard Thompson offers to retrieve their fallen fortunes if they will "sell him their souls" and follow his instructions for a year.

**Oppenheimer, Franz**

The state; its history and development viewed sociologically; authorized tr. by John M. Gitterman. 15+302 p. D c. '14; '22 N. Y., B. W. Huebsch, 116 W. 13th St. \$2

Formerly published by the Bobbs-Merrill Co.

**O'Riordan, Conal O'Connell**

In London; the story of Adam and marriage. 8+308 p. D [c. '22] N. Y., Harcourt, Brace \$1.90

Another "Adam" story, how a youthful Irishman came to London and being pushed almost in spite of himself upon the stage, made such a success that he found himself in a position to marry the lady of his choice.

**Orton, A.**

The Diesel engine; an introductory treatment of the principles of working, construction and operation of Diesel engines; for students, mechanics and others. 10+111 p. il. diagrs. charts tab. S Pitman's technical primers) '23 N. Y., Pitman 85 c.

**Ouida, pseud. [De la Ramée, Louise]**

Under two flags. 6+601 p. D (Popular copyrights) [n. d.] N. Y., Grosset & Dunlap 75 c.

**Pear, T. H.**

Remembering and forgetting. 12+242 p. D [n. d.] N. Y., Dutton \$3

An inquiry into the structure of human memory, the distinction between the percept and the image, the relation between thinking and language and between meaning and image, the value of dreams, the theories of Freud and Jung.

**Peck, George N. and Johnson, Hugh S.**

Equality for agriculture: 2nd. ed.; the principles stated in this brief were presented last Oct. to Messrs. J. R. Howard, president, and J. W. Coverdale, Sec. of the American Farm Bureau Federation and they were developed upon their request. 32 p. O c. '22 Moline, Ill., H. W. Harrington pap. 25c.

**Penrose, Richard Alexander Fullerton, Jr.**

The last stand of the old Siberia. 111 p. front. il. pls. col. fold. map. D [c. '22] Phil., Wm. F. Fell Co., 1315 Cherry St. \$3.50

A descriptive narrative of the last stand of the "grand old Siberia, the world's most glorious wilderness, as it met the fanatical onrush of selfish and relentless humanity advancing under the name of modern civilization;" author is the well-known American geologist.

**Pound, Roscoe**

Criminal justice in the American city; a summary; pt. 7 of the Cleveland Foundation Survey of Criminal Justice in Cleveland. 8+94 p. O [c. '22] Cleveland, O. Cleveland Foundation Survey, 1308 Swetland Bldg. pap. \$1

**Powys, Llewelyn**

Ebony and ivory; with a preface by Theodore Dreiser. 11+223 p. D N. Y., American Library Service, 500 Fifth Ave. \$2

Stories and sketches of Africa and England. "They present a temperament, an emotion, a taste, a judgment and an understanding altogether artistic and therefore distinguished."—*Theodore Dreiser*.

**Quiller-Couch, Sir Arthur**

Essay on Swinburne. 61 p. T (Ten cent. pocket ser. no. 223) [n. d.] Girard, Kansas, Haldeman-Julius Co. pap. 10 c.

**Monroe, Walter S.**

Written examinations and their improvement. 71 p. (bibl. foot-notes) O (Univ. of Ill. bull.; v. 20; no. 7; Bur. of Educational research; bull. no. 9) '22 Urbana, Ill., Univ. of Ill. pap. soc.

**Russell, Henry Norris**

Notes on ionization in the solar atmosphere; reprinted from the *Astrophysical Journal*; v. 55. 6 p. tabs. O (Contribs. from the Mt. Wilson Observatory; no. 236) '22 Wash., D. C., Carnegie Inst. pap. apply



**Racine, Jean Baptiste**

Racine's Greek masterpieces, *Iphigénie, Andromaque, and Phèdre*; ed. with introd., notes and vocabulary by James D. Bruner. 385 p. (1 p. bibl.) D [c. '22] Bost., R. G. Badger \$1.75

**Ripman, Walter**

Good speech; an introduction to English phonetics. 7+88 p. D '22 N. Y., Dutton \$1.40

**Roback, A. A.**

Behaviorism and psychology. 284 p. chart ['23] Cambridge, Mass., University Bookstore, Inc. 1354 Massachusetts Ave. \$3.50

**Robinson, M. E.**

Public finance; with an introd. by J. M. Keynes. 10+172 p. D (Cambridge economic handbook) [c. '22] N. Y., Harcourt, Brace \$1.25

These handbooks will include volumes on a variety of subjects dealing with economic principles which are the basis of the crucial economic problems of the day; to be written by the "most distinguished of the younger economists."

**Rowland, Helen**

A guide to men; being encore reflections of a bachelor girl [with a foreword by Fannie Hurst] D [c. '22] N. Y., Dodge Pub. Co. \$1.50

"Pungent" epigrams mainly devoted to matrimony; written by the journalist and author of "Reflections of a Bachelor Girl," etc.

**Schnittkind, Henry Thomas, ed.**

The poets of the future; a college anthology for 1921-1922. 11+237 p. D [c. '22] Bost., Stratford \$2.25

Contains one hundred and forty-eight poems representing seventy-eight colleges and universities.

**Schulz, Ellen D.**

500 wild flowers of San Antonio and vicinity; il. by 41 original photographs. 272 p. il. pls. map D [c. '22] San Antonio, Texas, [Author], 1025 Summit Ave. \$2

**Scott, Harry Fletcher**

First Latin lessons; with selections for reading from Decem Fabulae. 20+304 p. il. pls. D (Lake Classical Series) [c. '22] Chic., Scott, Foresman & Co. \$1.20

**Scudder, Charles Locke**

The treatment of fractures; with notes upon a few common dislocations; 9th ed. rev. 749 p. (6 p. bibl.) front. il. pl. (col.) O ['22] Phil., W. B. Saunders Co. buck. \$8.50

**Senior, William**

Doctors' Commons and the old Court of Admiralty; a short history of the civilians in England. 7+115 p. D '22 N. Y., Longmans, Green \$2

**Shakespeare, William**

Twelfth night. 96 p. T (Ten cent pocket

ser. no. 243) [n. d.] Girard, Kansas, Haldeman-Julius Co. pap. 10 c.

**Sherlock, Chesla Clella**

The modern farm hen. 236 p. il. pls. D (Modern farm ser.) [c. '22] Des Moines, Ia., Homestead Co. \$1

**Sies, Alice Corbin**

Spontaneous and supervised play in childhood. 12+442 p. (11½ p. bibl.) front. il. pls. D c. '22 N. Y., Macmillan \$2

Source book for Bible students; containing valuable quotations relating to the history, doctrines and prophecies of the Scriptures; rev. ed. 688 p. D [c. '22] Wash., D. C., Review & Herald Pub. Assn., Tacoma Park \$2; lea. \$3

**Squier, George Owen, ed.**

The easy course in home radio [in 7 parts]. various paging il. pls. figs. S [c. '22] N. Y., Martin H. Ray and the Review of Reviews Co., 30 Irving Pl. bxd. \$1.50

Includes Pt. 1: A Guide for Listeners In, by Abby Morrison; Pt. 2: Radio Simply Explained by Waldemar Kaempffert; Pt. 3: Tuning and What it Means by J. V. L. Hogan; Pt. 4: The Aladdin's lamp of Radio, by J. H. Morecroft; Pt. 5: Bringing the Music to the Ear, by R. S. Ould; Pt. 6: How to Make Your Own Parts, by R. F. Yates; Pt. 7: Installing the home set, by Pierre Boucheron.

**Stager, Walter**

Tall bearded iris (fleur-de-lis); a flower of song. 262 p. il. pls. O [c. '22] Calcium, N. Y., Madison Cooper \$2

Embraces the structural features of the iris, planting, protecting, enemies, breeding, propagation, a symposium of varieties together with a collection of verses, ancient and modern, on the iris.

**Stanford, Alfred B.**

The ground swell. 300 p. D c. N. Y., Appleton \$2

A story of the sea, of the voyage of the ship *Craigentoul*, a picture of Bannatyne, Carson, Peters, Bournsen, men who play their parts in the business of life and grow to the final reality of their characters in the ocean immensities.

**Stauffer, Ruth M.**

Joseph Conrad; his romantic realism. 122 p. (30 p. bibl.) D [c. '22] Bost., Four Seas Co., 188 Dartmouth St. \$2.50

Miss Stauffer considers Conrad a master of romance and realism alike and traces his method of plot construction and of character development, his use of setting and the spirit of his genius.

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Some legal phases of corporate financing, reorganization and regulation. 9+389 p. O [c. '22] N. Y., Macmillan \$3

**Stevenson, Robert Louis**

Will o' the mill and Markheim. 64 p. T (Ten cent pocket ser. no. 279) [n. d.] Girard, Kansas, Haldeman-Julius Co. pap. 10 c.

**Seares, Frederick H., and Humason, Milton**

Further evidence on the brightness of the stars of the North Polar sequence; reprinted from the *Astrophysical Journal*; v. 56. various paging tabs. O (Contribs. from the Mt. Wilson Observatory; nos. 234 and 235) '22 Wash., D. C., Carnegie Inst. pap. apply

**Van Maanen, Adriaan**

The photographic determination of stellar parallaxes with the 60-inch reflector; 6th series. 28 p. tabs. O (Contribs. from Mt. Wilson Observatory; no. 237) [n. d.] Wash., D. C., Carnegie Inst. of Wash. pap. apply



**Stone, Kathryn E.**

Music appreciation; taught by means of the phonograph; for use in schools. 175 p. (1 p. bibl.) il. por. music D [c. '22] Chic., Scott, Foresman & Co. \$1.75

**Stringer, Arthur John Arbuthnott**

The city of peril. 317 p. D c. N. Y., Knopf \$2

A mystery story starting in a millionaire's private car, continuing in a broker's office, a dusty second-hand bookstore, the Stock Exchange on the morning of a great Bear drive and ending with a fight on the roof tops of the water front tenements.

**Tanner, William Maddux**

Composition and rhetoric. 13+500+38 p. front. (col.) il. pls. D [c. '22] Bost., Ginn & Co. \$1.56

**Tichenor, H. M.**

Sun worship and later beliefs. 63 p. T (Ten cent pocket ser. no. 204) [c. '21] Girard, Kansas, Haldeman-Julius Co. pap. 10 c.

**Tracy, Louis**

The wings of the morning. 354 p. D (Popular copyrights) D [c. '03] N. Y., Grosset & Dunlap 75 c.

**Tuttle, Walter A.**

Tongo, the hero of the Luray Caverns. 55 p. front. (por.) il. pls. O [c. '22] Buffalo, N. Y., O. Ulbrich Co. pap. 75 c.

The story of an Indian lad and how he found the Great Spirit.

**Twain, Mark**

The life of Joan of Arc. 62 p. T (Ten cent pocket ser. no. 323) [c. '22] Girard, Kansas, Haldeman-Julius Co. pap. 10 c.

**Vail, Morrison Huggins**

Church plans and designs; 8th ed. 48 p. il. pls. por. plans diagr. O c. '22 Dixon, Ill., [Author] pap. 25 c.

**Van Andel, H. J. G.**

Holland (Dutch) grammar; with exercises; grammar school ed.; being a grammar for the English to learn the Dutch language. 152 p. D [23; c. '16] Milwaukee, Wis., C. N. Caspar Co. bds. 75 c.

**Walsh, James Joseph**

What civilization owes to Italy. 22+432 p. front. (por.) il. pls. O c. Bost., Stratford \$5

An hisitorial narrative dealing with Italy's contribution to the world's mental and spiritual treasure-house; author is professor of physiological psychology at the Cathedral College and College of the Sacred Heart, New York City.

**Wangner, Ellen D.**

Bobby Lynx of Round-Top; il. by Henry

Wangner. 115 p. front. (col.) il. pls. S (Round-Top nature story books ser.) [c. '21] N. Y., Nourse Co., 114-120 E. 23rd St. 75 c.

The story of the Lynx Family and the home training and animal neighbors of the young Lynx; for little folks.

**Whipple, George Chandler**

Vital statistics; 2nd ed. rev. and enl.; introd. to the science of demography. 14+579 p. figs. S [23] N. Y., Wiley \$4

**White, George Starr**

Prostatic diseases; new and original methods of treatment; 2nd ed. rev. 283 p. front. il. pl. por. D [c. '22] Los Angeles, Cal., Phillips Ptg. Co., 240 E. 4th St. \$5

**Whitman, Sarah Helen**

Was Poe immoral? 61 p. T (Ten cent pocket ser. no. 144) [n.d.] Girard, Kansas, Haldeman-Julius Co. pap. 10 c.

**Wilde, Oscar**

Pen, pencil and poison. 56 p. T (Ten cent pocket ser. no. 315) [n.d.] Girard, Kansas, Haldeman-Julius Co. pap. 10 c.

The decay of lying. 63 p. T (Ten cent pocket ser. no. 313) [n.d.] Girard, Kansas, Haldeman-Julius Co. pap. 10 c.

The importance of being earnest. 96 p. T (Ten cent pocket ser. no. 54) [n.d.] Girard, Kansas, Haldeman-Julius Co. pap. 10 c.

**Wood, Ernest**

Destiny. 60 p. S c. Chic., Theosophical Press, 826 Oakdale Ave. pap. 35 c.

A series of five lectures delivered by Mr. Wood during a tour in America in 1921: Human Destiny; Pleasure, Pain and Happiness; Divine Justice in the World; Self-Reliance and Devotion; Man's knowledge of God; author is a professor in the University of Bombay.

**Y, pseud.**

The Odyssey of a torpedoed transport; tr. from the French by Grace Fallow Norton; new ed. with introd. by William McFee. 11+216 p. D c. '17; '18; '23 Bost., Houghton Mifflin \$1.50

**Young, Filson**

Life of Columbus. 64 p. T (Ten cent pocket ser. no. 343) [n.d.] Girard, Kansas, Haldeman-Julius Co. pap. 10 c.

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The forcing house; or, "The Cockpit" continued; tragi-comedy in four acts. 24+278 p. D '23 c. '22 N. Y., Macmillan \$2

A sequel to "The Cockpit"; a drama of Russia under the Soviet Government, showing the Socialist party in power, only to be superseded by a despotism of the most violent type.

**Ward, Freeman, and Toepelman, W. C.**

The geology of a portion of the Badland; the paleontology of the area; the Badlands as a National Park. 80 p. il. pls. map (col. and fold.) O (Univ. of So. Dakota bull.; ser. 22; no. 6) '22 Vermillion, So. Dakota, Univ. of So. Dakota pap. apply

**Ward, Freeman, and Wilson, Roy A.**

The possibilities of oil in Western Dewey County. 10 p. maps. charts. tab. O (Univ. of So. Dakota

bull.; ser. 22; no. 12; cir. 9) '22 Vermillion, So. Dakota, Univ. of So. Dakota pap. apply

**Wigent, Zella**

Poultry for the farm and home. 71 p. il. pls. O c. '21 Chic., International Harvester Co., Harvester Bldg. pap. 10c.

**Yawman & Erbe Mfg. Co.**

Steel filing equipment; catalog no. 3500. 52 p. il. O [c. '22] Rochester, N. Y., [Author] apply

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 Bobby Lynx of Round-Top. Wangner, E. D. 75c. *Nourse Co.*  
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Andromaque, and Phèdre. Racine, J. B.  
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- Real South America. Domville-Fife, C. W.  
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- Remembering and forgetting. Pear, T. H.  
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- Rudolf Eucken: his life and philosophy.  
Jones, W. T. 10c. Haldeman-Julius Co.
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Post Ptg. & Binding Co.
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- Shropshire lad, A. Housman, A. E. 10c.  
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- Sign of the serpent, The. Goodwin, J. \$1.75  
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C. \$2 Univ. of Illinois Press
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organization and regulation. Stetson, F. L.  
and others. \$3 Macmillan
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Review & Herald Pub. Assn.
- Speeches of Abraham Lincoln. 10c.  
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- Truth and life. Grier, A. C. and Lawson,  
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- Unto the hills. Dingley, E. N. \$2.50  
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- Up and coming. Bartley, N. \$1.90 Putnam
- Vital statistics. Whipple, G. C. \$4 Wiley
- Walls of Hamelin, The. Kennedy, C. W.  
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- Way of vision, The. Brett, Rev. J. \$1.75  
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- What civilization owes to Italy. Walsh, J. J.  
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\$1.50 Stokes
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R. L. 10c. Haldeman-Julius Co.
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Grosset
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L. \$1.50 G. E. Stechert
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Ragnarok, Ignatius Donnelly.  
Ariadne Florentina, Ruskin, Brantwood Edition, or any other with plates.

Alcove Book Shop, 936 Broadway, San Diego, Cal.  
Alcott, Little Women, several cheap, good.  
Longfellow, Poems complete, several cheap.  
Carrington, Vitality, Fasting, Nutrition.  
Carrington, Natural Food of Man.

Mary E. Allan (Mrs. Edgar), 3402 16th St., N. W., Washington, D. C.

Genealogical and Heraldic History of the Landed Gentry of Great Britain, Burke, last edition, 1914, 12th edition.

The Choates in America, 1643-1896, E. O. Jameson, 1896.

The Decatur Genealogy, W. D. Parsons, 1921.

History and Genealogy of the Harlan Family, A. H. Harlan.

Ladd Genealogy, Warren Ladd, 1890.

Munson Record, 1637-1887, 2 vols., M. A. Munson, 1895.

Martin Genealogy, T. A. Hay, 1911.

The American Baptist Publication Society, 1107 McGee Street, Kansas City, Mo.

Golden Gems of Life.  
The Fatal Ring or Unequal Yoke.

Complete Set, DeWitt Talmadge's Sermons, 20 vols.

American Geographical Society, Broadway at 156th St., New York City

Gt. Brit. Meteorological Office 226. Climate of the Balkans, etc.

Bull. Geol. Inst. Univ. of Upsala, vol. 10, 1910.

Cat. of Books, etc., rel. to Bolivia in Columbus Mem. Libr., 1905.

Macmillan, The Red Book of West Africa, 1920.

Phillips, List of Books, etc., rel. to Cent. America, 1902; List of Books, etc., rel. to Chile, 1903; List of Books, etc., rel. to Brazil, 1906.

Priou, Organization politique et écon. ...la Sarre. U. S. 60th Cong., 1st Sess. S. (Confid. Exec. D. D.)

Canadian International Boundary, 1908.

The American Printer, 239 West 39th Street, New York

American Dictionary of Printing and Bookmaking.

The American Sunday-School Union, 1816 Chestnut Street, Philadelphia, Pa.

Pathology of the Eye, Parsons, 4 vols., Putnam.

W. H. Andre, Kittredge Bldg., Denver, Colo.

The World Book, Footprints of the Ages.

D. Appleton & Company, 29-35 W. 32d St., New York

The Common Law, George Gibbs, new only.

Arcade Book Shop, Eighth and Olive Sts., St. Louis, Mo.

Charles Carroll, Revelation; Tempter of Eve; Negro the Beast.

Eytinge, Writing Business Letters, 5 copies.

Burgess Johnson, Bashful Ballads.

Emerson Hough, Way of a Man.

Eulogy of the Dog by Senator Vest, 2 copies.

Smythe, The Great Pyramid.

Diary and Letters Gov. Morris.

Schelling, Life and Writings of Geo. C. Schoigue, pub. Appleton.

G. A. Baker & Co., 144 East 59th St., New York

Abdy, Journal of a Tour in the U. S., 3 vols., 1835.

Ambler, Thomas Ritchie, Richmond, 1913.

Binney, Life of Horace Binney. Pub. Appleton.

Bradley, Life of Isaac Hill, 1835.

Crawford, Romantic Days of the Early Republic.

Crockett, Life of Martin Van Buren.

Foot (H. S.), Casket of Reminiscences, 1874.

Hale (E. E.), Memories of a Hundred Years.

Hamilton (Jas.), Reminiscences of Alex. Hamilton.

Hamilton, Men and Manners in America.

Holland, Life of Martin Van Buren.

Houston, Nullification in So. Ca.

Hunt, Life of Mrs. Edw. Livingston, 1902.

Kendall (Amos), Autobiography.

McKee, National Conventions and Platforms.

Mackenzie, Life of Van Buren.

March, Reminiscences of Congress, 1853.

Marryat, Diary in America, 2 vols.

Buchanan (Jas.) Works, 12 vols.

Sargent (Nathan), Public Men and Events, 2 vols.

White (Hugh L.) Memoirs, by N. N. Scott.

Seward (W. H.) Autobiography, 3 vols.

Crawford (W. H.), Life of, by J. E. Ship.

Stanwood, American Tariff Controversies.

Stille, Life of Poinsett.

Taussig, Tariff History of the U. S.

Thorp, Statesmanship of Andrew Jackson.

Tyler, Letters and Times of the. 2 vols., Richmond, 1884.

## BOOKS WANTED—Continued

## G. A. Baker &amp; Co.—Continued

Vigne, *Six Months in America*.  
 Willis, *American Scenery*, 3 vols.  
 Arnold & Frost, *The Amer. Egypt (Yucatan)*, 1909.  
 Brinton, *Yucatan*.  
 Charles, *Honduras*, 1890.  
 Froebel, *Central America and Mexico*, 1859.  
 Maudsley, *Glimpses of Guatemala*.  
 Morlan, *A Hoosier in Honduras*.  
 Stephens, *Incidents of Travel in Yucatan*.  
 Vincent, *In and Out of Central America*.  
 Winter, *Guatemala*, 1909.

H. C. Barnhart, 35 West Market St., York, Pa.  
*Life and Times of James Madison*, by Wm. C. Rives' 1859, 3 vols.  
*History of United States from Compromise of 1850* by James Ford Rhodes.  
*History of United States from the Adoption of Constitution to Close of Civil War*, by James Schouler.

N. J. Bartlett & Co., 37 Cornhill, Boston, Mass.  
*City of the Saints*, by Burton.

Batterton's Book Store, 939 6th St., San Diego, Cal.  
 Ribot, *Psychology of Attention*.  
 Powder and Crinoline, ill. by Kay Neilson.

The Beacon Book Shop, 26 West 47th St., New York City

Scott, Dixon, *Men of Letters*.  
 Howe, P. P., *Dramatic Portraits*.  
 Townsend, *Katy of Catactin*.

C. P. Bensinger Cable Code Book Co., 15 Whitehall St., New York City.

Universal Lumber, A B C 5th Improved.  
 Meyer's Cotton 30th, Samper's Code.  
 Western Union, Lieber's 5-letter Codes.  
 Any American-Foreign Language Code.

The Booke Shop at 4 Market Square, Providence, R. I.

Atherton, *An Intimate History of California*.  
 Poole, M. L. *Wildowers and Spinsters*, Duffield.  
 Thoreau, *Cape Cod*, Crowell.

The Book Shop of the Glass Block Store, Duluth, Minn.

Dictionary of Slang and Colloquial English.

Booknook, 2722 Colby, Everett, Wash.

Stokes, *Garden Flowers*, in color.  
 Wilcox, *The Worlds and I*.  
 Wharton, *Queens of Society*.  
 Burns, *Complete Poems*.  
 Tassen, *Craft of the Tortoise*.  
 Donnelly, *Ragnarok*.  
 Nimrod, *Life of a Sportsman*, Alken, Ill.

Borough Hall Booke Shoppe, 337 Adams St., Brooklyn, N. Y.

Smith, *Gem and Stones*.  
 Wilson, *Tales of the Border*.  
 Root, *Overland Stage to Calif.*  
 Majors, *Seventy Years on Frontier*.  
 Bartlett, *Personal Narrative*.

Brandt & Kirkpatrick, 35 W. 45th St., New York.

A. Radcliffe Dugmore, *The Romance of the Newfoundland Caribou*; *The Romance of the Beaver*, pub. by J. B. Lippincott.

Brentano's, Fifth Ave. & 27th St., New York.

Elbert Hubbard, *Chopin*.  
*Masterpieces of Greek Sculpture*, Furtwangler, Scribner.  
 McClure, Alex., *The McClure Family*, Petersburg, 1914.  
 Leavitt, *Emily Wilder, The Blairs*.  
 Baber, Geo., *The Blairs*.  
 Works of Lady Jackson, 14 Vols., blue cloth, pub. by Page.  
 Ballads of Blue China, Lang.  
 The Christmas Mystery, Locke.  
 Aphrodite, *Pierre Louys*.  
 The Price She Paid, *The Husband's Story*, *The Hungry Heart*, *White Magic*, *The Deluge*, *The Master Rague*, *The Social Secretary*, Golden

## Brentano's—Continued

Fleece, *A Woman Ventures, The Cost*, by David Graham Phillips.  
 A People Awakened, Chas. R. Bacon.  
 An Old Master, Woodrow Wilson.  
 Critical and Miscellaneous Essays, collected and republished first time 1839 final 1869, vol. 2, by Thomas Carlyle.  
 Beyond the Mississippi.  
 The Vigilants of Montana.  
 Red Coat Captain, Ollivant.  
 The Helpmate, May Sinclair.  
 Pictures of Polly, Courtenay.  
 Ellen Terry's Story of My Life.  
 Siege of Lady Smith, A. London.  
 London Bonnie Brooks and Braes.  
 Guild of Florence.  
 Old Time Ships of Salem, 1st ed. paper.  
 Sailing Ships of New England, Robinson & Doud.  
 Tyre, 3 vols., Robt. Bridges.  
 The Red Room, Arthur Strinberg.  
 Diminutive Dramas, Maurice Baring.  
 Tschaikowsky, *Life and Letters*.  
 American Spirit, Strauss.  
 Musical Haunts in London, F. G. Edwards.  
 Good Cheer, Hackwood.  
 With a Saucepan over the Sea, Keene.  
 Grapes of New York State, Hedrick.  
 The True Character of Hamlet, A. B. Cruikshank.  
 House of Borderland, W. C. Hodgson.  
 Carnachi, the Ghost Finder.  
 Textbook on Organic Chemistry for Medical Students, Von Bounge.  
 Land of Nod, E. W. Wilcox.  
 The Alien Sisters, P. Dearmer.  
 The Uttermost Farthing, Boreham.  
 Studies in Brown Humanity, Hugh Clifford.  
 Wheels of Chance, H. G. Wells.  
 Transcendental Magic, Leir.  
 Illustrated Symbols and Emblems of the Jewish, Early Christian Greeks, Latin and Modern Churches, Smith.  
 La Chatrause de Parme, good trans., Henry Boyle.  
 Royal Lineage of Sceptered Race, Mrs. Anna Robinson Watson.  
 The Single Hound.  
 Voices, Barlow.  
 Sons and Fathers, H. S. Edwards.  
 The Mystery of the Cloomer, A. Conan Doyle.  
 The American Egypt, a Record of Travel in Yucatan, Arnold and Frost.  
 The Voyage of the Discovery, 2 vols., Scott.  
 My Joy Ride Round the World, Dorothy Dix.  
 A Circuit Rider's Wife, Harris.  
 A History of Ancient Greek Literature, Gilbert Murray.  
 Capt. Spink.  
 Promotion of the Admiral.  
 Inneve Sekietion, English trans., Arthur Biedl.  
 Some Receipts for Uric Acid Diet, Bale and Sons.  
 Power and Control of the Gulf Stream, How it Regulates and Climates Heat and Light of the World.  
 Power and Control of the Gulf Stream, Power and Control of the Mississippi River, International Police of the Seas, etc., Carroll Livingston Riker.  
 Is Life Worth Living, Mallock.  
 Thirteen Years in the Russian Court, G. Hiard.  
 Chemistry of Paints and Paintings, 3rd revised & enlarged ed., by Church.  
 Camping Out.  
 Introduction to the Study of Justinian, Roby.  
 The Journals, Dorothy Wordsworth.  
 The Brick Row Book Shop, Inc., 104 High Street, New Haven, Conn.  
 Books dealing with Silverware, Silver Manufacture, Period Furniture, Rugs, Pewter Plate, Clock Manufacture, Clocks.

Bridgman's Book Shop, 108 Main St., Northampton, Mass.

Ooen House; Dr. Ellen, by Juliet W. Tompkins.  
 Homer's Iliad, Everyman leather.  
 Guide to Study of Fishes, by D. S. Jordan.  
 The Surgeon's Log, by Abraham.

Morris Briggs, 5113 Kimbark Ave., Chicago, Ill.

Bierce, Ambrose. *The Dance of Death*, 1877; *Tales of Soldiers and Civilians*, 1891.  
 Cabell, J. B., *Eagle's Shadow*, 1904; *Branchiana*, 1906.



## BOOKS WANTED—Continued

## Morris Briggs—Continued

Cather, Willa, *April Twilight*, 1903; *The Troll Garden*, 1905.  
 Dreiser, Theodore, *Sister Carrie*, 1900; *The Genius*, 1915; *Free* 1918.  
 Hearn, Lafcadio, *Some Chinese Ghosts*, 1887; *Stray Leaves from Strange Literatures*, 1884; *Chita*, 1889; *Youma*, 1890.  
 Hergesheimer, Lay Anthony, 1914; *Gold & Iron*, 1918; *Three Black Pennies*, 1917.  
 Robinson, E. A., *Children of Night*, 1897; *Torrent and the Night Before*, 1896.  
 Roosevelt, Theo., *Naval War 1812, 1882*; *Birds of Oyster Bay, broadside*, 1879.  
 Mencken, H. L., *Ventures into Verse*, 1901; *Geo. Bernard Shaw*, 1905; *Nietzsche*, 1908.  
 Quote other 1st eds. above authors.

## Brookline Public Library, Brookline, Mass.

Anderson, Norse mythology; or Religion of our forefathers containing myths of the Eddas.  
 Devereaux, *From kingdom to colony*.  
 Huckel, *Parsifal: a mystical drama*, by R. Wagner, retold.  
 Orczy, *Heart of a woman*.  
 Vollmer, *Book of distinctive interiors*.

## Brown, Thomson &amp; Co., Hartford, Conn.

Hollyhocks & Goldenglow, by Elbert Hubbard.  
 Miss Drusilla with a Million.

## The Burrows Brothers Co., 633-637 Euclid Avenue, Cleveland, Ohio.

*The Principles of Relativity*, by A. N. Whitehead.  
 Campion & Co., 1313 Walnut St., Philadelphia, Pa.  
 Cardigan, *Chambers*, 1st ed.  
 Crossing, Churchill.  
 Prodigal Judge, Kester.  
 Queen Victoria, by Strachey, 1st ed.  
 Memoirs of My Dead Life, by Moore, 1st ed.  
 Doyle's *Lost World*, Sir Nigel.

## Campion's Book Store, 119 Summit St., Toledo, O.

*Dictionary of Thoughts*.  
 General Medicine, Osler & McRea, 7 vols., new if possible.  
 Bro. Gardners Lime Kiln Club, M. Quad & Bro. Gardner, Belford Clarke & Co., 1882.  
 Apocraphal Books of the Bible.  
 Napoleon Bonaparte, 4 vols., W. Sloane, Century Co., 1896.

## Carnegie Free Library, Duquesne, Pa.

Alton Among the lawmakers, 3 cops.  
 Blakeslee & Jarvis, *Trees in winter*.  
 Morrison, *Treasury of song for the home circle*.

## C. N. Caspar Co., 454 E. Water, Milwaukee, Wis.

Blanchan, *Bird Neighbors*, old ed.  
 LeBon, *Psychology of the Crowd*.  
 Tuttle, *Treatise on Piles*.  
 Parsons, *World's Best Books*.

## Central Book Co., 93 Nassau St., New York City.

*Legal Classics*, Books about Lawyers, Judges and Courts.

## George M. Chandler, 75 East Van Buren Street, Chicago, Ill.

Carr, *My Day and Generation*.  
 Cullom, *Fifty years public Service*.  
 Curwood, *The Grizzly King*.  
 Field, *Indian Bibliography*.  
 Forlong, *Rivers of Life*, 2 vols. & Atlas.  
 Franklin, *Autobiography*, large 8vo, H. M. & Co. Ed.  
 Gayley, *Idols of Education*.  
 Godeys *Ladies Book*, 1860 to 1870, any vols.  
 Hopkinson Smith, *Oliver Horn*.  
 Howell, J., *Letters*, 4 vols., H. M. & Co.  
 Learned, *The Presidents Cabinet*.  
 Wister, *Life of Grant*.  
 Chatfield, Taylor, *Fames Pathway*.

## The Arthur H. Clark, Co., 4027-4037 Prospect Ave., Cleveland, Ohio.

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 Walton and Cotton, Following edns. only: Nimmo, 1896; Johnson, 1849; Nimmo, 1885; Routledge, 1893; Macmillan, 1896; 1899; Lippincott, 1900; Chidley, 1841; Sherwood, 1884; Salomon, 1859; Bell and D., 1865; G. Bell, 1875; Stock, 1880, 1897; Routledge, 1878; *Fishing Gazette*, 1879; Allen, 1884; Ed. Rennie, 1844 and n.d. state pub.; Gay and B., 1901; Lippincott, 1902; Cassell, 1904; Methuen, 1904; Routledge, 1904; Dent, 1906; Little Brown, 1906; Lippincott, 1907; Collins, 1908; Lane, 1910; Wiley, 1848, 1866; Ticknor, 1866; Little Brown, 1866, 1898; Dodd, n.d. (1888), 1897; Crowell, 1892, 1898; Burt, n.d. (1894); Little, 1912; LeRoy Phillips, 1904; Oxford, 1915.

Sargent, Governor, Papers in relation to official conduct of, 1801.

Hawley, J. of tour thru Conn., Mass., etc., 1822.  
 Langford, *Vigilante Days and Ways*, 2 vols.  
 Goodrich, *Hist. of all Nations*, School edn.  
 Robie, *Rational Sex Ethics*, 2 vols.  
 Balch, *North Pole and Bradley Land*.  
 McCall, *Letters from the Frontier*.  
 Garrard, *Chambersburg in Colony and Revolution*.  
 Huntington, *Red Mans Continent*.  
 Crockett, David, *Life of, an Autobiog. with intro.* by Adam.

Irving, Astoria.  
 Heckwelder, *Mission of United Brethren*, ed., Connelley, 1907.

Country Gentleman, Vols. 1-4, 6-7, 55, 58 to end.  
 Green Co., Pa., *Hist. and Atlas of*.  
 Monongalia Co., W. Va., *Hist. and Atlas of*.  
 Jewell, *Methodism in Arkansas*.

## The John Clark Co., 1783 East 11th Street, Cleveland, Ohio.

*Magazine of American History*, March and Sept., 1893.

Pepys' *Diary*, to vols.  
 St. John, *Montaigne the Essayist*.  
 Stockton, Frank R., *Complete works*.  
 Weils, *Modern Utopia*.  
 American Historical Association's *Annual Reports*, 1914 to date.

Bain, *English Composition and Rhetoric*.  
 Boutell, *Life of Roger Sherman*.  
 Collins, *History of Kentucky*.

De Bary, *Comparative Morphology and Biology of the Fungi, Mycetozoa and Bacteria*.

Denver Board of Education, *School Survey*, 1918.

Eaton, *Memoirs of Andrew Jackson*.  
 Hartig, *Diseases of Trees*.

Kellor, *Straight America; a call to National Service*, 1916.

Mills, *Certain Mounds and Village Sites*, Vol. 1.

Notker, Balbulus, *Works in Latin, French or English*.

Outing, March to Aug., 1886.

The Portfolio; ed. by Hamerton. Any odd vols. if cheap.

Paterson (N. J.) Board of Education, *School Survey*, 1919.

Bibliographical Society of America, *Papers*, Vols. 12 to date.

Buffalo Historical Society's *Publications*, Vols. 23 to date.

Conn. Historical Society's *Collections*, Vols. 17 to date.

Essex Institute Historical *Collections*, Vols. 56 to date.

Kansas Hist. Society's *Collections*, Vols. 15 to date.

Maine Hist. Society's *Collections*, 2nd series, Vols. 25 to date.

Mass. Hist. Society's *Collections*, Vols. 75 to date.

Mass. Hist. Society's *Proceedings*, Vols. 52 to date.

Miss. Valley Historical *Review*, Vols. 5 to date.

N. J. Hist. Society's *Proceedings*, 1918 to date.

N. Y. Hist. Society's *Collections*, 1916 and 1919 to date.

Pennsylvania *Magazine of History and Biography*, Vols. 41 to date.

S. C. Historical and Genealogical *Magazine*, Vols. 20 to date.

Texas State Hist. Association's *Quarterly*, Vols. 22 to date.

Britton and Brown, *Illustrated Flora of the Northern U. S. and Canada*.



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Charles W. Clark Co., 128 W. 23d St., New York  
Stahl, Lectures in Astronomy, Astronomical Soc.

Colesworthy's Book Store, 66 Cornhill, Boston, Mass.

Prophets of Israel, as Preachers and Statesmen.  
Legends of the Virgin and Child, Guerber.  
Journeys Thru Bookland, Sylvester.  
Emily Dickinson, Poems, "The Single Hand."  
The History and Theory of Vitalism, Dreiser.  
Prince Uno, Uncle Jack.  
Historic Brighton, Winship.

College Book Store, Columbus, Ohio

Story Tellers Holiday by George Moore.

College Book Store, Lincoln, Nebraska

Sutlovinggood's yarns.

The College Book Store, Springfield, O.

Sermon Bible (12 vols.)

Krauth's Conservative Reformation.

Clarks Commentaries on Bible.

Schmid's Dogmatics.

Jacob's History of Lutheran church of America.

The Pulpit Commentary. Pub. F. & W.

The Expositor's Bible or Com.

Keil & Delitch Commentaries.

Lange's Commentaries.

Colonial Society, Box 343, Richmond, Va.

Byrd, William, all edns.

Don Marquis, first edns.

Fixed Stars, old novel.

Izma, Sunshine and Shadow, old novel.

Only A Girl or The Physician of The Soul, old novel.

Sporting items, fine copies only.

Columbia University Library, New York City

Hillquit, M., History of Socialism in United States.

New York, Funk & Wagnalls, 1910.

Thomson, James, Poems, Kenedy.

Mavor, Economic History of Russia, 2 vols.

Blackwell, J. S., Manual of German prefixes and suffixes, Holt, 1888.

Bulwer-Lytton, The coming-race or the new Utopia.

Luchaire, Social France at time of Philip Augustus,

tr. by E. B. Krehbiel, Holt, 1912.

Newsholme, A., Declining birth rate, Moffat, 1911.

Schopenhauer, Arthur, Studies in Pessimism, New

York, Macmillan, 1903.

Tarbell, I., History of the Standard Oil Company,

Macmillan, 1904.

Thompson, A. B., Petroleum Mining and oil-field

development, Van Nostrand, 1910.

The Columbus Book Exchange, Columbus, Ohio

Treves, The Other Side of the Lantern, Cassell.

This Years Book for Children, Mrs. Herbert Strang.

Palgrave's Dictionary of Economic Thought, 3 vols.

Boehm-Bowark, Positive Theory of Capital.

Hough, Hand Book of Trees of Northern States and

Canada.

John Frederick Oberlin, by C. F. Beard.

Smart Set, May 1913.

Irving S. Colwell, 99 Genesee St., Auburn, N. Y.

Eager's Hist. Orange Co., N. Y.

D. Willard's Unofficial Honeymoon.

Cornell Co-operative Society, Ithaca, N. Y.

Three copies Michels-Market Dairying & Milk  
Products, New or second hand, State price and  
condition.

Henry James—Turn of the Screw—Published by Le-  
Roy Phillips, Boston.

One copy Campbell—Samuel Taylor Coleridge Works,  
New or second hand published by Macmillan,  
London 1894.

Court Square Book Store, 7 Elm St., Springfield,  
Mass.

Samuel Pepys Diary complete.

Sturdevant—Electro—Disposition of Brass from  
Cyanide Solutions (Univ. of Michigan.)

Curtis & Cameron, 12 Harcourt Street, Boston, Mass.

Greenslet "Quest of the Holy Grail."

Dartmouth College Library, Hanover, N. H.

Endocrinology, vol. 1.

Fullerton—The World We Live In.

Hardenburg—English trans. Henry of Offerdingen.

Jackson—Edicts of Nantes with trans. of edict by  
Gillette.

Naismith Dawson, 172 Lexington Ave., New York  
City

Ditchfield, Picturesque English cottages and their  
doorway gardens, Winston 1905.

Lewis F. Day, Pattern Design.

Lewis F. Day, Penmanship.

Lewis F. Day, Anatomy and Pattern.

English Country Houses, Bates & Guild.

The Dayton Company, Minneapolis, Minn.

Letters of Wm. Dean Howells.

Denholm & McKay Co., Boston Store, Worcester,  
Mass.

The Squash, Gregory.

Life and Literature of Ancient Hebrews, Abbott.

Story of a Book, A. Carey.

Dennen's Book Shop, 37 E. Grand River Ave.,  
Detroit, Michigan

Our Heritage In the Great Pyramids, C. P. Smyth.

Detroit Public Library, Detroit, Mich.

Wolzogen, Florian Mayr.

DeWitt's Bookstore, 620 14th Street, Oakland, Calif.

Pony express, anything, books, pamphlets, excerpts,  
stamps, etc., etc.

Majors, Seventy Years on Frontier.

Kipling, Outward Bound, vol. 21, 24.

Kendall, Narrative Texan—Santa Fe Expedition.

Bretonne, Anything about French Revolution.

Cassagnac, Anything about French Revolution.

Mitchell, Business Cycle, pub. Los Angeles.

Naval Architecture, Scott Russell.

Ambrose Bierce, set.

Meyer's Signaling (used during Civil War.)

Foundations of 19th Century.

Printing and Writing Materials, Smith.

Proof Reading and Punctuating, Smith.

Wells, Wheels of Chance.

Wells, War of Worlds, 2 copies.

Dodd, Mead & Company, 443-449 Fourth Avenue, New  
York City

Mr. Cleveland by Jesse Lynch Williams—from 1 to  
10 copies.

Doubleday Page Book Shop, 920 Grand Avenue,  
Kansas City, Missouri

Van Vechten's Music and Bad Manners published  
by Knopf.

Duffield & Company, 211 E. 19th St., New York City

Tapestry Room by Mrs. Molesworth.

E. P. Dutton & Company, 681 Fifth Avenue, New  
York City

Connoisseur Library.

Hardie, English Colored Books.

Cunningham, European Enamels.

Carmina Princetonia.

Crane Primed Abbeys of Great Britain.

Evil Men Do, published anon.

Fairbanks (Rev. C.), During Slavery Times, Chicago  
1890.

Formative Period of English Letter Writers and  
Their Contributions to the English Essay.

Griffin & Minshen, Life of Browning.

Hutton, England of My Heart.

Hine, Letters from an Old Railway Official.

Lefferts (E. M.), Morris Genealogy of Morrisania.

Lenygon, Decoration in England from 1660 to 1760.

Munsterberg, On the Witness Stand.

Morton (S. W.), The Power of Sympathy, Boston  
1789, 2 vols.

McConnell, Evolution of Immortality.

Pennell, Life of Whistler, Limited ed.

Princeton Verse, Buffalo 1904.

Pyle (Howard), King Arthur, 1st edn.

Rutledge, Rosary of Lent.

Smith (Hopkinson), Charcoal Sketches of N. Y.

## BOOKS WANTED—Continued

## E. P. Dutton &amp; Company—Continued

To M. L. G., published anon.  
 Tarkington, *Beauty and the Jacobin*, 1st edn.  
 Unrecorded Trial, D. P., 1913, N. Y.  
 Unveiling of the Far East.  
 Verne (Jules), *The Antarctic Mystery*; *Clovis Dardentor*; *The Green Ray*; *Kariban The Inflexible*; *Mathias Samoorf*; *Adrift in the Pacific*; *Foundling Nick*, Osgood or Scribner.  
 Wells, *A Modern Utopia*.  
 World Almanac, 1877 to 1886 inclusive and 1888 to 1889.  
 Whipple, *The Value of Pure Water*.  
 Whitmore, *Ancestral and Revolutionary History of Smith, Partridge, Treat, Woodruff and Lowry Families*.  
 Wilcocks, *Wingless Victory*.  
 Warfield, *Founders of Ann Arundel & Howard Counties of Maryland*.  
 Wilberforce, *There is no Death*.  
 Winan, *Practical Rifle Shooting*.  
 Wall, *Sordello's Story* retold in Prose.

**East and West Book Shop, Santa Barbara, Calif.**  
 Chas. F. Holder, *Some Fishers of the World*; *California for the Sportsman*.  
 Secret Doctrine, 1st edn.  
 Books on Spanish Tiles and Architecture.  
 Physical Phenomena of Spiritualism, Carrington.  
 Mans Unconscious Spirit, Wilfred Lay.  
 The Foundations of Spiritualism, W. W. Smith.  
 Etchings of the Californian Missions, H. C. Ford.

**Eau Claire Book & Stationery Co., Eau Claire, Wis.**  
 Bourriene, *Memoirs of Napoleon Bonaparte*, Scribner, vol. 4 only.

**Edw. Eberstadt, 25 W. 42nd St., New York City.**  
 California, Oregon, Wyoming, Utah, Montana and the Far West; Books, pamphlets, maps and manuscripts urgently wanted. Any and all items; price no object; spot cash with order. Attention to this notice will prove a source of continuous profit.

**The Economy Book Shop, 33 So. Clark St., Chicago, Ill.**

Quote very lowest cash prices for Ellwood and Yerbury Studies in the Human Figure, London, either new or second-hand, any quantity.  
 Second-hand medical Anatomies, Gray, Cunningham, or others, any date, must be cheap.

**William C. Edwards, 51 Rowley St., Rochester, N. Y.**  
 Eustis, *Cooking in old Creole Days*.  
 Siebert, *Underground Railroad*.  
 Besant, London.

**Electrical School, 39 W. 17th St., New York City.**  
 American Turf Register, Any odd vols.  
 American Farmer (1819-30), J. S. Skinner Ed.  
 The New Yorker, Periodical, 1831-35.  
 The Constellation, Periodical, 1831-35.  
 Spirit of the Times, 1831 up.

**The English Bookshop, 333 Fifth Avenue, New York City**

Layard (Geo. S.), *Life and Letters of Charles Samuel Keene*.  
 Private Letters Josephine and Napoleon.  
 Victor Hugo's Letters.  
 Druet's Letters to Victor Hugo.  
 Rupert Brooke's Letters.  
 Emile Mosley, George Sand, in English.  
 Bittersweet.  
 Pepys Diary, Wheatley ed. pub. Niccolls, vol. 1 only.  
 Farnol, *Broad Highway*, early ed.

**Geo. Fabyan, Riverbank Laboratories, Geneva, Ill., or Walter M. Hill, 22 E. Washington St., Chicago**  
 Works on Ciphers, Obscure Writing, Symbols, Synthetic Elements, Cryptic Forms of Language Cryptography. Ancient Symbolic Steganography Signs, and other unusual characters in writing.

**Marshall Field & Company, Chicago.**

Sir Rajah Brooke of Sarawak by St. John, Longmans Green.

## Marshall Field &amp; Company—Continued

Yellow Ticket, by Morton, H. K. Fly Company.  
 Voices by Barlow.  
 Louis C. Tiffany Art Works.

**Fitzgerald Pub. Corp., 18 Vesey St., New York City**  
 Historical Landmark by George Oliver.  
 Freemasons Treasury.

**Foster Book and Cigar Co., 410 Washington Avenue, St. Louis**

Any Book or Pamphlet on Radio.

**Fowler Brothers, 747 South Broadway, Los Angeles**  
 American language, Mencken.  
 The Rainbow, cheap ed., D. H. Lawrence.  
 Balzac, *Fame & Sorrow*; *Eugenie Grandet*; *Catherine de Medici*, red flex. leather.

**Franklin Bookshop, 920 Walnut Street, Phila., Pa.**  
 Rafinesque, any orig. publications, 1808-40.  
 Odd vols. Audubon's or Wilson's *Birds of America*, in 7, 8 or 9 vols. of early editions; also vol. 4 Bonaparte's quarto continuation of Wilson's Ornithology, Phila., 1833.  
 Marston, *Angler's Days in Dovedale* and others.  
 Henshall, *Book of the Black Bass*, Cin. 1881.

**Friedmans', 53 W. 47th Street, New York City**  
 Mrs. Morton, *Power of Sympathy*.  
 Leighton, *Scientific Christianity*.

**The Front Room Book Shop, 702 Park Avenue, Hoboken, N. J.**

Marian Harland's *Autobiography*.  
 Locke's *Essay Concerning Human Understanding*.

**Funk & Wagnalls Co., 354 4th Ave., New York City**  
 Charles F. Thwing, *If I Were a College Student*, 1902, T. Y. Crowell Co.; *History of Education in the United States Since the Civil War*, 1910, Houghton Mifflin Co.; *College Training and the Business Man*; *The Choice of a College*; *The American College in American Life*; *American Colleges: Their Students and Work*, 1883, Putnam; *The College Woman: The Reading of Books*, Lothrop, Lee, Shepard Co.

**Gammel's Book Store, Austin, Texas**

U. S. Geological Report, Hayden, 1871 with maps.  
 U. S. Geological Report, 21st annual part 7.  
 Moore on Facts, 2 vols.  
 Sollas, *Ancient Hunters*.  
 Kennedy's *Hist. of Texas*.  
 Gregg's *Com. of the Prairie*.

**Ernest R. Gee & Co., 442 Madison Avenue, New York City**

Breasted, *History of Egypt*.  
 Outre-mere, part 2, Boston, 1833.  
 Virginia Magazine of History, vols. 1-5 & vol. 29.  
 American Turf Register.  
 New York Sporting Magazine.  
 United States Sporting Magazine.  
 Any good books on sport.

**Ginsburg's Book Shop, 1821 Pitkin Ave., Brooklyn, N. Y.**

Blawelt, *The Cambridge Backs*.  
 Clemmens, *Mustang Gray*.  
 Herndon, *Life of Lincoln*, 3 vols. 1st ed.  
 Goodrich, *History of the U. S.*  
 Murray, *The Sentimental Song Book*.  
 Stuart, *A Golden Wedding*.  
 Father Ryan's *Poems*.

**Gittman's Book Shop, 1225 Main St., Columbia, S. C.**

Henty, *A Knight of the White Cross*; *The Tiger of Mysore*; *St. Bartholomew's Eve*; *Through Russian Snows*; *On the Irrawaddy*; *Held Fast for England*; *Condemned As a Nihilist*; *Through the Sikh War*; *With Cochrane the Dauntless*; *At Agincourt*; *With Frederick the Great*; *Both Sides the Border*; *At Aboukir and Acre*; *A Roving Commission*; *With Roberts to Pretoria*; *To Herat and Cabul*; *With Buller in Natal*; *With the Irish Brigade*; *With the British Legion*; *With Kitchener in the Soudan*; *Through Three Campaigns*.



## BOOKS WANTED—Continued

Alfred F. Goldsmith, 42 Lexington Avenue, New York City

Hearn, Kokoro.  
Any books by Lafcadio Hearn.  
Whitman, Leaves of Grass, Washington, 1871.  
Any books by or about Walt Whitman.  
Stories & Poems by Fitz-James O'Brien.  
Melville, Confidence Man.  
Medical books published before 1830.  
Bierce, Tales of Soldiers & Civilians.  
Any books by Ambrose Bierce.

Goodspeed's Book Shop, 5a Park St., Boston, Mass.

Aunt Fanny's Christmas Stories.  
Ball, Things Chinese.  
Birrell, Obiter Dicta, 2 v.  
Bolton, Westchester Co., N. Y., 1905.  
Bradford, Plymouth Plantation, Boston, 1856.  
Clayton & Woodford, Onondaga Co., N. Y., 1878.  
Cummings, Architecture of Italy, 2 vols.  
Danvers, 200th anniv. of 1st Parish, 1874.  
Historic Sumner Co., Tenn., 1909.  
Hunter, Life Baron Stiegel.  
Kedge anchor.  
Marshall, Artistic Anatomy.  
Masters in Art, Aug., 1906; Dec., 1907; Aug., 1908; Jan., Feb., 1909.  
Masters, Spoon River Anthology, 1st only.  
Morison, Maritime hist., Mass., 1st ed.  
Newman as a musician.  
Orczy, El Dorado; Laughing cavalier.  
Pine, Ships of Old Salem.  
Schoolcraft, Notes on Iroquois, Albany, 1847.  
Sturgis, Hist. architecture, vols. 3 and 4.  
Thoreau, Cape Cod, Illus., Watson, 2 v.  
Wood, C. W., Valley of the Rhone.  
Genealogies, Armstrong, 1895; Blodgett; Burke, Landed Gentry, 1914; Chapman, 1893; Dunnell, Fay, 1898; Gifford, 1896; Groton Avery Clan, 2 vols.; Humphries; Judd, S. Thomas Judd & Descendants; Mansfield coat of arms; Metcalf, 1892; Pearce Family of Old Colony, 1870; Small, vol. 3; Van der Veer, 1912; Wilder, 1878; Willett, 1890, 1898 and 1906.

Edwin S. Gorham, 11 West 45th St., New York City

Miss Eyre of Boston, L. C. Moulton.  
Diamond Lens, F. O'Brien.  
Miss Oliphant, Beleagured City; Stories of the Seen and Unseen.  
Pastime Stories, T. N. Page.  
Missionary Sheriff, Thanet.  
White Darkness, Mott.

Gotham Book Mart, 128 W. 45th St., New York City

Blackwood, Incredible Adventures.  
Bucke, Cosmic Consciousness.  
Clarke, Poets' New England.  
James, What Maisie Knew, 1st ed.  
Shedd, Incurable Ducane.  
Herndon, Life of Lincoln, 1st ed.  
Shufeldt, Studies in the Human Form.

The Grail Book Shop, 319 Pa. Ave., N. W., Washington, D. C.

Brother of the Third Degree, Garver.  
Three Sevens, Phelon.  
In the Pronaos of the Temple, Hartman, 3 copies.  
With the Adepts, Hartman, 2 copies.  
Secret Symbols of the Rosicrucians, Hartman, 2 copies.  
Secret Doctrine in Israel, A. E. Waite, 2 copies.  
Real History of the Rosicrucians, A. E. Waite, 2 copies.  
Any other item on the Rosicrucians.  
The Equinox, Crowley, odd vols.  
Any unusual items on Occultism and kindred subjects.  
Human Sexuality, Parke.

Grant's Book Shop, Inc., 127-129 Genesee St., Utica, N. Y.

Harrison, V. V's Eyes.  
Howard, An Enemy to Society.  
History of the Sixth Army Corps, McClellan's Army.  
Bell, Vowel Table.

Priscilla Guthrie's Book Shop, Union Arcade, Pittsburgh, Pa.

Memoirs of Phil. Sheridan.  
Memoirs of Robert E. Lee.  
New England Cook Book.  
Biographie of Frances Haverhill, 2 copies.

The Hamilton Book Co., 123 S. Whitfield St., E. E., Pittsburgh, Pa.

Robin Hood, ill., Bolles.

Hampshire Bookshop, Inc., 192 Main St., Northampton, Mass.

Hillis, The Quest of Happiness, second hand copy.  
Galdes, Dona Perfecta, in English.

C. Hauser, 1903 Woodland Ave., Cleveland, Ohio

Night Scenes in the Bible.  
From Darkness to Dawn.  
Our Fathers House, Daniel March.

The Hidden Book Shop, 9 New St. New York City

Dawson, Ernest, Poems.  
Howard, One Summer.  
Inman, Old Santa Fé trail, 1st ed.

Himebaugh & Browne, Inc., 471 Fifth Avenue, New York City

Painted Veils.  
A Patient Observer, by Simeon Strunsky, Dodd Mead.  
Profilis, by A. Ketchum, pub. by Badger.  
Stained Glass Tours in France.  
Wounds in the Rain, pub. by Stokes.  
Chapman & Hall Dickens.  
Unanswerable Logic, Carrie Foster, written about 1860.

Hochschild, Kohn & Co., Howard and Lexington Sts., Baltimore, Md.

Evolution in Science, Revolution in Religion, by Dalrymple Ball.  
Stories from the Fairie Queen, Spencer. Crowell ed.  
Strathmore, by De La Ramee.  
Philosophy of Short Story, by B. Matthews.  
Vision and Tasks, Dr. Peck.  
Story of Nazarene, Davis. Revell.

W. B. Hodby's Old Booke Shoppe, 214 Stanwix St., Pittsburgh Pa.

Rocenthal's German Method Phonograph Records.  
Burling Hall, Sealed Mysteries.

Paul B. Hoeber, 67-69 E. 59th St., New York City  
Corning's, Topographical Anatomy.

Hollywood Book Store, 6804 Hollywood Blvd., Hollywood, Calif.

Poems, by Agnes Lockhart.  
Decorative Textiles, by George Leland Hunter.

Holmes Book Co., 333 S. Main St., Los Angeles, Cal.  
Heevens Manual of the History of Political system of Europe and its Colonies, 1857 ed. or later preferred.

The H. R. Hunting Co., Springfield, Mass.

Book on American Shipping with 200 illus. of American Ships, pub. by Smith and Stanton, 1893.  
Mackaye, Scarecrow.

Iowa State College Library, Ames, Iowa

Barrett, Mission, history and times of the Farmers' Union.  
Kelly, Origin and progress of the order of Patrons of husbandry in United States.  
Morgan, History of the Wheel and Alliance, and the impending revolution.  
Peffer, The farmers' side.  
Perian, Groundswell.  
Whitehead, Organization of thought.  
Wright, Wool-growing and the tariff.

George W. Jacobs & Co., 1628 Chestnut St., Philadelphia, Pa.

China Collecting in America, by Earle.  
Real Letters of a Real Girl, by M. E. Garity.

E. W. Johnson, 343 E. 140th St., New York City

Wright, E. E., The Lightning Flash.  
Peters, Life of Custer.



## BOOKS WANTED—Continued

## E. W. Johnson—Continued

Kelley, Lincoln and Stanton.  
 Burn, Unsettling Lights English Literature.  
 Bradley, Winning the Southwest.  
 Hazen, Some Corrections Life Plains.  
 Stewart, Broad Aisle.  
 Dixon, The Vanishing Race.  
 Victor, Eleven Years in Rocky Mountains.  
 Brooks, Master of the Strong Hearts.  
 Pratt, Memoirs Men Who Saved Union.  
 Snyder, Great Speeches Great Lawyers.  
 Slaughter, Summering in the South.

## Merle Johnson, 1440 Broadway, New York City

Cabell, The Line of Love, 1905.  
 Clemens, first editions.  
 Dick's Recitations, No. 6.  
 Electionists Annual, Nos. 3, 10, 11, 12.  
 Elocutionary Studies, 1884.  
 Mitchell, Wear and Tear, 1891; A Madeira Party, 1895.  
 One Hundred Choice Selections, No. 6-7-17.  
 Page, Pages from the Past, 1906.  
 Pyle, Sir Launcelot, 1907.  
 Masterly Elocutionist, Nos. 3, 6, 13.  
 Roosevelt, Ranch Life, 1st ed.  
 Scrap Book Recitations, 1887.  
 Schoemakers Best Selection, No. 17.  
 The Humbler Poets, 1st series.  
 Werners Readings, Nos. 2, 7, 10, 30.  
 Woodrow Wilson, An Old Master, 1893; Autographed books or letters. Original eds. only of recitation books, not reprints.

## The Jones Book Store, 426-428 West Sixth Street, Los Angeles, Calif.

American Myths and Legends. Lippincott.  
 Myths and Legends Beyond our Borders. Lippincott.

## The Edw. P. Judd Co., New Haven, Conn.

Elbow Patterns for all forms of pipe, Kidder.  
 Hero of the Afghan Frontier, Pennell.

## S. Kann, Sons Co., Penna. Ave. at Eighth St., Washington, D. C.

How I did it, by Van Loan.  
 Sins of Hollywood.

## The Kendrick-Bellamy Co., 16th St. at Stout, Denver, Colo.

Frontier Stores.  
 Express Messenger.  
 White Mail.

## Kleinteich's Book Store, 1245 Fulton St., Brooklyn, N. Y.

White, Ballads and Rondeau, Amelot ser.  
 Weigel, Treasury of Ancient Egypt.  
 Children's Book of Poetry, Porter & Coates.

## The Korner &amp; Wood Co., 737 Euclid Ave, Cleveland, Ohio

Dugmore, Bird Homes; Nature and The Camera;  
 Camera Adventures in Africa Wilds, Doubleday.  
 Page.

## Louis Kregel, Theological Book Store, 947 Leonard St., N. W., Grand Rapids, Mich.

Spurgeon, Treasury of David.  
 Gesenius, English, Hebrew, Lexicon.  
 Hengstenberg, Commentary on the Psalms.  
 Pusey, Commentary Minor Prophets.  
 Complete sets and odd volumes of Calvin, Keil, Delitzsch, Pulpit and Meyers Commentaries.  
 Commentaries by Eadie, Godet, Brown, Lightfoot, Ellicott, Luther, Wescott.  
 Edersheim, Life and Times of Jesus.  
 Complete works of John Owen.  
 John Owen, Commentary on Hebrews.  
 Van den Kemp, Sermons on the Heidell Catechism.  
 Hodge, Systematic Theology.  
 Books by James Orr, Kuyper, Bavinck, Warfield, Joseph C. Philpot, Wm. Huntington, Ralph Erskine, Bethune.  
 Meyers Commentary on Revelation; Commentary on James, Peter and Jude.  
 Davidson, Hebrew Lexicon.  
 Any sets of James Hastings.

## Louis Kregel—Continued

Books by Campbell Morgan, Jowett, Hodge.  
 Andrews, Life of Our Lord.  
 Williard, Ursinus Catechism.  
 Stier, Words of Jesus, Barnes Notes.  
 Biblical Illustrations, complete or odd vols.  
 Thayers Greek Lexicon.  
 Youngs Analytical Concordance, State lowest cash price, also quantity.

## Lamar &amp; Barton, 810 Broadway, Nashville, Tenn.

Bandanna Ballads, by Miss Howard Weeden.  
 Hazelton's Mistress Nell.

## Charles E. Lauriat Co., 385 Washington St., Boston, Mass.

The Volsunga Saga, Camelot series.  
 W. H. Hudson's Little Boy Lost.  
 Scottish Chiefs, Porter, 1st ed.  
 Sea Mosses, A. B. Hervey.  
 Wanted, A King, Maggie Browne.  
 Bellman Book of Verse.  
 Stiegel Glass, F. W. Hunter.  
 Builders United Italy, Holland, pub. Holt.  
 Hoof Beats From Va., by Philip Hichborn.  
 Pomp of Satan.  
 Vanity Square.  
 Perfume of Eros.  
 Adv. Among Birds; Purple Land; Hampshire Days; Land's End; Idyl Days Patagonia, Hudson, 1st ed.  
 Rocky Mountain Trappers, Buxton.  
 Camps and Cruises in Florida, Henshall.  
 Hazard of Die, Peer.  
 Intellectual Life in America, Knut Hamsun.  
 Cooley, Principles of Science, Holt Co.  
 T. N. Page, Marse Chan.  
 Thoreau's Works. Inexpensive set.  
 Shattuck's Concord, Mass. 1835.  
 Grindall Reynolds, Historical and Other Papers. Univ. Press, Cambridge, 1885.  
 New England Prospects, Wood.  
 Parton's Life of Franklin.  
 Capt. Brand of the Schooner Centipede, Harry Gringo (Henry A. Wise).  
 Lodge, War with Spain. Harper.  
 Thomas, Collected Poems. Holt.  
 Lawton, The 3rd Republic. Lipp.  
 King, Italy Today. Scribner.  
 Follett, Speaker of House of Representatives L. G. McClain, Constitution Law in U. S., L. Green.  
 Spanish Highways & Byways. Macmillan.  
 Goodnow, Politics & Administration. Macmillan.  
 Life & Character of Catherine the Great of Russia.  
 Seeley Life & Times of Stein. Putnam.  
 Mavor, Economic History of Russia. Dutton.  
 Bain, First Romanovs. Dutton.  
 Origin & Growth of moral instinct. L. Green.  
 Simpson, Rise of Louis Napoleon. Putnam.  
 Flicker, Collected Poems. D. P.  
 Frances, My Garden Doctor. D. P.  
 Hundred Years Merchant Banking. J. C. Brown.  
 Abbott's Sketches of Prison Life. Harper.  
 Any Books by Adirondack Murray.

## Mrs. Leake's Shop, 78 Maiden Lane, Albany, N. Y.

Africa Nature Studies, Selons.  
 Philosophy of Mysticism by Karl Du Prel, trans. by C. C. Massey, pub. 1889 by Redway. London, 2 vol.

## Lemcke &amp; Buechner, 32 E. 20th St., New York City

Lunge, Technical methods of chem. analysis, 3 vols.  
 U. S. Pharmacopoeia, 2nd revision, 1842, 3rd revision, 1851 or 1855.  
 Dreiser, The Genius.  
 Douglas, House with the Green Shutters.  
 Phillips, Red Saunders.

## C. F. Liebeck, 849 E. 63rd St., Chicago, Ill.

Sabin's Dictionary, Americana, any parts.

## The Little Brick House, 332 S. Camac St., Philadelphia, Pa.

Recollections of Mississippi, Reuben Davis.

## Little, Brown &amp; Co., 34 Beacon St., Boston, Mass.

Whyte Melville's Poems.  
 Samuel Lover's Poems.

## BOOKS WANTED—Continued

**The Locust Street Book Shop, 1507 Locust St., Philadelphia, Pa.**

Chesterton, G. B., *Magic*.  
Graham, B., *Bookman's Manual*.  
Ouchard, My Uncle Barbassou.  
Parry, C. H., *Style in Musical Art*.  
Shakespeare, *Macbeth, Elizabethian ed.* Doubleday, Page.  
Shaw, G. B., *Starved Art Means Low Pleasures*.  
Shelton, *Last Three Soldiers*.  
Short, Frank, *Book on Etching*.  
Smith, C. T., *The Music of Life*.  
St. Nicholas Magazines, Nov. 1896 Oct. 1897, inc.  
Stephens, *Crock of Gold, English first*.

**Login Bros., 1814 W. Harrison St., Chicago, Ill.**

Lexter-Bevan, *Surgery*.  
Butler, *Internal Medicine*.  
Kellogg, *Hydrotherapy*.  
Pratt, *Composite Man*.  
Thomas Fuller, *Ecauthematalogica*.

**The Lord & Taylor Book Shop, Fifth Ave. & 38th Street, New York City**

Auto-suggestion, by Dr. Henry Parkyn.  
Early American Churches, by Embrey, pub. Doubleday, Page.  
Hawaii, by K. F. Gerould. Scribner.  
The Little Angels, Laura Spencer Porter. Harper.  
Ceremonials of English Church, by Vernon Staley, pub. Thomas Whitaker.

**Loring, Short & Harmon, 474 Congress St., Portland, Me.**

Peter Pan, Ills. by Rackham, larger original ed.  
Dickens Children, Smith. Scribner.  
Course of Time, Pollock. Barnes.  
Historic Memorials of Westminster Abbey, Stanley Pierre, Melville.

**Lowman & Hanford Co., Seattle, Wash.**

Coudert, *Addresses, Historical, Political and Sociological*.

**Macauley Brothers, 1268 Library Ave., Detroit, Mich.**

Century cyclopedia of names.  
Mary Fenwick, Daughter, B. Whitby.

**McClelland & Co., 141-143 North High St., Columbus, Ohio**

*Cities of Belgium*, Grant Allen.

**McDevitt-Wilson's, Inc., 30 Church St., New York**

Moore, *Captive of Abb's Valley* (Presbyterian Pub. Co.).  
Myra Kelly, *Little Citizens; Little Aliens; Wards of Liberty*.  
The Wandering Jew 5 vols. Page.  
Waters, *Ferns*.

**R. H. Macy & Co., Herald Square, New York**

Dictionary of Dry Goods, by Cole.  
Pistols for Two, Owen Hatteras.  
Bashful Ballads, 2 copies.  
Pagan Papers, K. Grahame.  
Old Foggy, by Hunecker, 2 copies.  
Education of Uncle Paul, Blackwood.  
The Pride of Jennico, by Edgerton Castle.

**Jordan Marsh Co., Boston, Mass.**

Which One, R. A. Bennett.  
Wild Beasts, Birds and Reptiles of World, P. T. Barnum.  
Mayflower, Harriet B. Stowe.

**Matre & Co., 76 and 78 W. Lake St., Chicago, Ill.**  
Spaulding, *Religious Mission Irish Race*.

**L. S. Matthews & Co., 3563 Olive St., St. Louis, Mo.**

Parsons, *Pathe. Eye Vol. 1 or set*.  
Oatman, *Fundus Oculi*, 3 vols.  
Norris & Oliver, *Eye 4 vols*.  
Rudolphy, *Directory of Drugs*.  
Coolidge, *Nose & Throat*.  
Soutter, *Bones & Joints*.

**The Medical Standard Book Co., 301 N. Charles St., Baltimore, Md.**

Walter Reed and Yellow Fever, Kelly.

**The Methodist Book Concern, 420 Plum St., Cincinnati, Ohio**

*The Challenge of Today*, by Strong.

**The Methodist Book Concern, 150 Fifth Ave., New York City**

*Manual of Church History*, Curtis.

**W. H. Miner Co., Inc., 3518 Franklin Ave., St. Louis, Mo.**

Goodspeed, *Historical & Biographical Memoirs of Eastern Arkansas*.  
Ward, W. H., *Architecture of the Renaissance in France*, 2 vols.  
Bond, Francis, *Gothic Architecture in England*.  
Anderson, W. J., *Architecture of the Renaissance in Italy*.  
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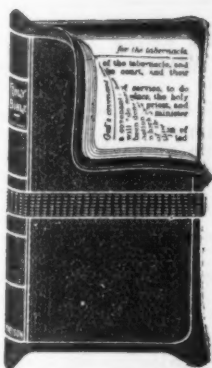
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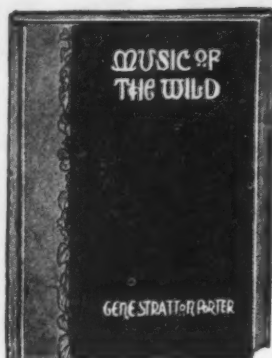


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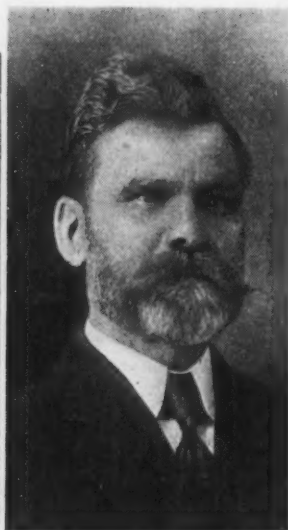
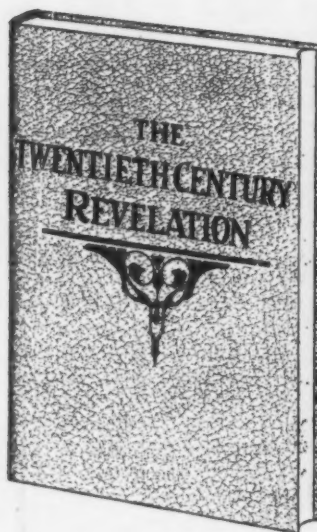
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